



مدرسة قطر للعلوم المصرفية وإدارة الأعمال الثانوية  
Qatar Banking Studies and Business  
Administration | Secondary School

# Financial Calculations الرياضيات المالية

Grade 10

بنّي  
اقتصادي  
المستقبل

Semester 1  
Activity book

العام الأكاديمي 2022 - 2023



# FINANCIAL CALCULATIONS

## Grade 10 Foundation

### Activity book

Student Name: .....

Student Class: .....



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## About this unit

Welcome to the Learner Resource for Financial Calculations. In this Learner Resource you will be learning the skills and knowledge that will allow you to analyse your own personality and the personality of others as well as identify personal values and attitudes, skills and aptitudes. It also accompanies an opportunity for participation in an environmental or community project.

It is suggested that to meet all the requirements of Financial Calculations you will need to complete the following tasks:

- Read the information contained in this Learner Resource.
- Complete the activities.
- Complete all the required assessment/s for this unit.

The topics in this Learner Resource are:

- Exploring my personality and personality traits
- Values, attitudes and behaviour
- Personal skills and aptitudes
- Social and personal competencies
- Emotional intelligence
- Health and wellbeing
- Environmental issues
- Community involvement



# Introduction



You are about to commence a vocational course where you will be introduced to a number of issues that impact you and influence the type of interaction you have with others in the society and community. You will demonstrate selfmanagement goals to complete a variety of tasks, and develop a personal profile.

You will also explore contemporary environment and community issues.



# Chapter

1

## Basic Financial Skills

# The chronological order

## Activity No. 1

Arrange the following into the correct chronological order.

|              |  |
|--------------|--|
| 18 Sept 2012 |  |
| 22 Oct 2012  |  |
| 12 Feb 2012  |  |
| 06 Apr 2013  |  |
| 04 Mar 2011  |  |
| 24 Oct 2011  |  |
| 15 May 2012  |  |
| 03 Jun 2011  |  |

## Activity No. 2

Arrange the following into the correct chronological order.

|             |  |
|-------------|--|
| 18 Jan 2014 |  |
| 22 Apr 2014 |  |
| 12 Feb 2014 |  |
| 24 Jul 2013 |  |
| 24 Oct 2013 |  |
| 25 Jun 2013 |  |

# Rounding Numbers

## Activity No. 1

Round the following expenses for the Qatar Storage to the nearest ten thousand.

| Expense                 | QR      | QR (nearest ten thousand) |
|-------------------------|---------|---------------------------|
| Supplies                | 196,120 |                           |
| Electricity             | 13,585  |                           |
| Cartage Out             | 54,882  |                           |
| Advertising             | 158,900 |                           |
| Wages                   | 712,241 |                           |
| Cartage In              | 18,800  |                           |
| Repairs and maintenance | 34,505  |                           |
| Stationery              | 106,005 |                           |



## Activity No. 2

Round the following expenses for the Qatar Storage to the nearest ten thousand.

| Expense                 | QR      | QR (nearest ten thousand) |
|-------------------------|---------|---------------------------|
| Supplies                | 281,031 |                           |
| Electricity             | 100,928 |                           |
| Cartage Out             | 311,972 |                           |
| Advertising             | 773,390 |                           |
| Wages                   | 200,000 |                           |
| Vehicle expenses        | 492,007 |                           |
| Cartage In              | 910,002 |                           |
| Repairs and maintenance | 661,801 |                           |
| Stationery              | 590,224 |                           |



# Basics of Commercial Invoices

## Activity No. 1

Below is an extract of a partially completed spreadsheet designed to calculate the total cost of individual products as well as the total cost of all products?

|   | A             | B       | C     | D        | E          |
|---|---------------|---------|-------|----------|------------|
| 1 | Product       | Code    | Price | Quantity | Total Cost |
| 2 | A4 Copy Paper | A4 Pap  | 7.30  | 12       |            |
| 3 | A3 Copy Paper | A3 Pap  | 9.50  | 6        |            |
| 4 | Pencils HB    | HB Penc | 4.00  | 7        |            |
| 5 | Pens Bic Blue | BB Pens | 3.20  | 3        |            |
| 6 | TOTAL         |         |       |          |            |



## Activity No. 2

Below is an extract of a partially completed spreadsheet designed to calculate the total cost of individual products as well as the total cost of all products?

|   | A             | B       | C     | D        | E          |
|---|---------------|---------|-------|----------|------------|
| 1 | Product       | Code    | Price | Quantity | Total Cost |
| 2 | A4 Copy Paper | A4 Pap  | 15.20 | 83       |            |
| 3 | A3 Copy Paper | A3 Pap  | 7.40  | 90       |            |
| 4 | Pencils HB1   | HB Penc | 2.90  | 145      |            |
| 5 | Pens Bic Blue | BB Pens | 5.60  | 400      |            |
| 6 | Pencils HB2   | HB Penc | 3.50  | 230      |            |
| 7 | Stable Size 3 | STB     | 21    | 22       |            |
| 8 | TOTAL         |         |       |          |            |

### Activity No. 3

Read the order form below. Check each calculation for any errors and correct them in the most appropriate manner, a single neat line through the error and the correct figure placed above the error.

| Item               | Quantity | Price/unit                 | Total cost | Correction |
|--------------------|----------|----------------------------|------------|------------|
| <b>Paper</b>       |          |                            |            |            |
| Tissue             | 10 reams | \$2.55 ream                | \$25.50    |            |
| Butcher's paper    | 16 reams | 5.35 ream                  | \$85.60    |            |
| Newsprint          | 45 reams | 2.00 ream                  | \$90.00    |            |
| Wadding            | 12 reams | \$6.70 ream                | \$80.40    |            |
|                    |          | <b>Subtotal 1</b>          | \$284.50   |            |
| <b>Polystyrene</b> |          |                            |            |            |
| Chips              | 6.5 kg   | \$5.60 per kg              | \$36.40    |            |
| Moulded inserts    | 12 kg    | \$11.53 per kg             | \$141.96   |            |
|                    |          | <b>Subtotal 2</b>          | \$178.36   |            |
| <b>Pallets</b>     |          |                            |            |            |
| Wooden             | 12       | \$35.00 each               | \$420.00   |            |
| Plastic            | 32       | \$28.00 each               | \$896.00   |            |
| Corrugated         | 27       | \$32.00 each               | \$869.00   |            |
|                    |          | <b>Subtotal 3</b>          | \$2,185.00 |            |
|                    |          | <b>Total cost of order</b> | \$2,647.86 |            |

## Activity No. 4

Read the order form below. Check each calculation for any errors and correct them in the most appropriate manner, a single neat line through the error and the correct figure placed above the error

| Item               | Quantity | Price/unit                 | Total cost | Correction |
|--------------------|----------|----------------------------|------------|------------|
| <b>Paper</b>       |          |                            |            |            |
| Tissue             | 15 reams | \$3.75 ream                | \$25.50    |            |
| Butcher's paper    | 22 reams | \$8.00 ream                | \$85.60    |            |
| Newsprint          | 80 reams | \$2.40 ream                | \$90.00    |            |
| Wadding            | 79 reams | \$5.10 ream                | \$80.40    |            |
|                    |          | <b>Subtotal 1</b>          | \$284.50   |            |
| <b>Polystyrene</b> |          |                            |            |            |
| Chips              | 12.5 kg  | \$3.80 per kg              | \$36.40    |            |
| Moulded inserts    | 15 kg    | \$13.10 per kg             | \$141.96   |            |
|                    |          | <b>Subtotal 2</b>          | \$178.36   |            |
| <b>Pallets</b>     |          |                            |            |            |
| Wooden             | 15       | \$35.00 each               | \$806.00   |            |
| Plastic            | 14       | \$28.00 each               | \$849.00   |            |
| Corrugated         | 6        | \$32.00 each               | \$869.00   |            |
|                    |          | <b>Subtotal 3</b>          | \$2,185.00 |            |
|                    |          | <b>Total cost of order</b> | \$2,647.86 |            |

## Activity No. 5

Complete the following invoices and then round the amount to the nearest ten.

|                                                                                                              |                            |                                                                                   |               |
|--------------------------------------------------------------------------------------------------------------|----------------------------|-----------------------------------------------------------------------------------|---------------|
| <b>Qatar Luxury Furnishings</b><br>5878 Salwa Road Al Sadd Qatar<br>3358 9625<br>ashraf@luxuryfurnishings.qa |                            | <b>INVOICE</b><br><b>Invoice number:</b> B78258 <b>Invoice date:</b> 1 March 2013 |               |
| <b>Customer information</b>                                                                                  |                            |                                                                                   |               |
| <b>Billing address</b>                                                                                       |                            |                                                                                   |               |
| <b>Company:</b>                                                                                              | Al Rayaam Constructions    |                                                                                   |               |
| <b>Name:</b>                                                                                                 | Omar Ali Hadad             |                                                                                   |               |
| <b>Address:</b>                                                                                              | PO Box 1254, Al Rayaam     |                                                                                   |               |
| <b>City:</b>                                                                                                 | Doha, Qatar                |                                                                                   |               |
| <b>Quantity</b>                                                                                              | <b>Product description</b> | <b>Amount (each)</b>                                                              | <b>Amount</b> |
| 25                                                                                                           | Office chairs – orange     | 135                                                                               |               |
| 6                                                                                                            | Deluxe office desks        | 200                                                                               |               |
| 12                                                                                                           | Director chair             | 250                                                                               |               |
| 10                                                                                                           | Boardroom table            | 500                                                                               |               |
| <b>Grand total:</b>                                                                                          |                            |                                                                                   |               |

## Activity No. 6

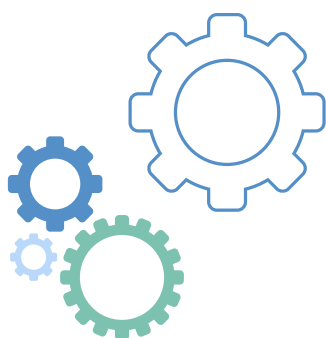
Complete the following invoices and then round the amount to the nearest ten.

|                                                                                                              |                            |                                                                                      |               |
|--------------------------------------------------------------------------------------------------------------|----------------------------|--------------------------------------------------------------------------------------|---------------|
| <b>Qatar Luxury Furnishings</b><br>5878 Salwa Road Al Sadd Qatar<br>3358 9625<br>ashraf@luxuryfurnishings.qa |                            | <b>INVOICE</b><br><b>Invoice number:</b> B78259<br><b>Invoice date:</b> 1 March 2013 |               |
| <b>Customer information</b>                                                                                  |                            |                                                                                      |               |
| <b>Billing address</b>                                                                                       |                            |                                                                                      |               |
| <b>Company:</b>                                                                                              | Doha Travel Agency         |                                                                                      |               |
| <b>Name:</b>                                                                                                 | Reda Ahmed Dawood          |                                                                                      |               |
| <b>Address:</b>                                                                                              | PO Box 9051, Old Airport   |                                                                                      |               |
| <b>City:</b>                                                                                                 | Doha, Qatar                |                                                                                      |               |
| <b>Quantity</b>                                                                                              | <b>Product description</b> | <b>Amount (each)</b>                                                                 | <b>Amount</b> |
| 5                                                                                                            | Office chairs – orange     | 135                                                                                  |               |
| 9                                                                                                            | Deluxe office desks        | 200                                                                                  |               |
| 17                                                                                                           | Director chair             | 250                                                                                  |               |
| 3                                                                                                            | Boardroom table            | 500                                                                                  |               |
| <b>Grand total:</b>                                                                                          |                            |                                                                                      |               |

## Activity No. 7

Complete the following invoices and then round the amount to the nearest ten.

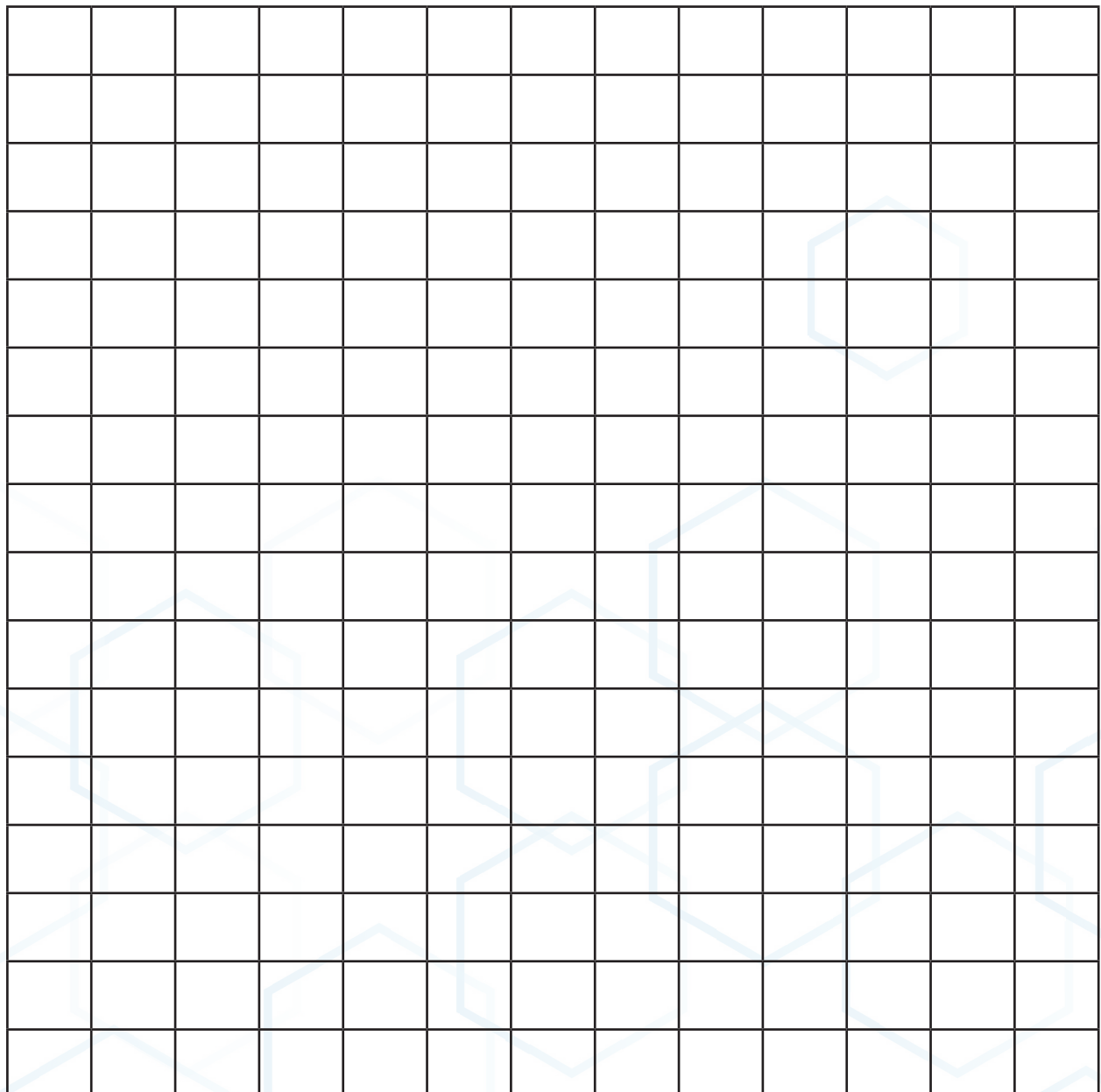
|                                                                                                              |                            |                                                                                      |               |
|--------------------------------------------------------------------------------------------------------------|----------------------------|--------------------------------------------------------------------------------------|---------------|
| <b>Qatar Luxury Furnishings</b><br>5878 Salwa Road Al Sadd Qatar<br>3358 9625<br>ashraf@luxuryfurnishings.qa |                            | <b>INVOICE</b><br><b>Invoice number:</b> B78259<br><b>Invoice date:</b> 1 March 2013 |               |
| <b>Customer information</b>                                                                                  |                            |                                                                                      |               |
| <b>Billing address</b>                                                                                       |                            |                                                                                      |               |
| <b>Company:</b>                                                                                              | Qatar Airways              |                                                                                      |               |
| <b>Name:</b>                                                                                                 | Ahmed Fareed Abdelazeez    |                                                                                      |               |
| <b>Address:</b>                                                                                              | PO Box 2055, Down Town     |                                                                                      |               |
| <b>City:</b>                                                                                                 | Doha, Qatar                |                                                                                      |               |
| <b>Quantity</b>                                                                                              | <b>Product description</b> | <b>Amount (each)</b>                                                                 | <b>Amount</b> |
| 150                                                                                                          | Office chairs – orange     | 135                                                                                  |               |
| 200                                                                                                          | Deluxe office desks        | 203                                                                                  |               |
| 350                                                                                                          | Director chair             | 257                                                                                  |               |
| 40                                                                                                           | Boardroom table            | 503                                                                                  |               |
| <b>Grand total:</b>                                                                                          |                            |                                                                                      |               |



# Business Graphs

## Activity No. 1

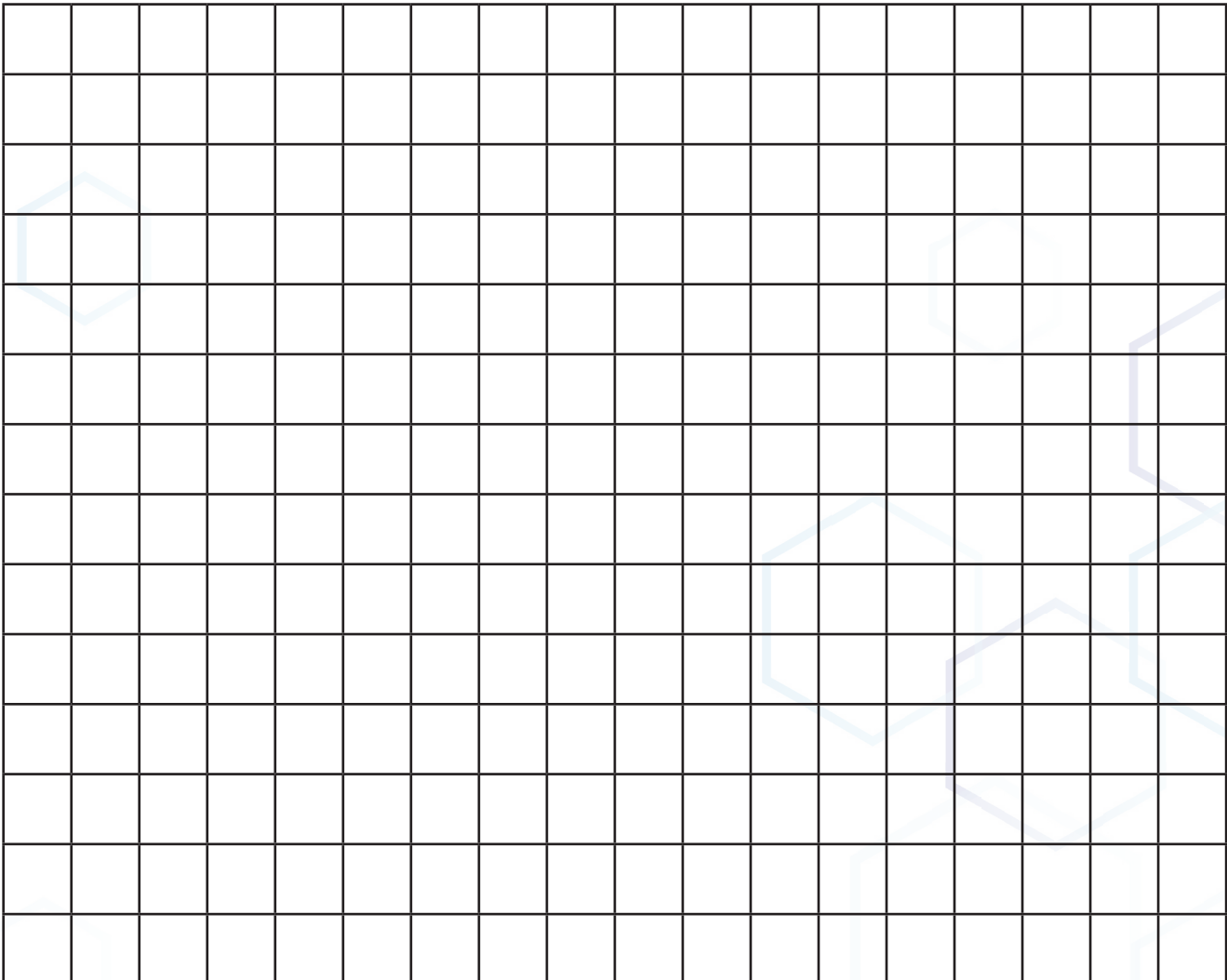
Prepare a bar graph representing the data from activity 1, page 4.  
Use appropriate labels and titles for the graph.



## Activity No. 2

The following data represents the monthly inflation rates for a country in 2013. Prepare and correctly label a line graph to show these figures and then answer the questions below a-f.

| Month | Inflation Rate % | Month | Inflation Rate % |
|-------|------------------|-------|------------------|
| Jan   | 7.80             | Jul   | 8.75             |
| Feb   | 9.16             | Aug   | 7.13             |
| Mar   | 2.15             | Sep   | 12.40            |
| Apr   | 7.10             | Oct   | 1.80             |
| May   | 5.80             | Nov   | 4.95             |
| Jun   | 3.25             | Dec   | 6.90             |



a) Describe how the inflation rate has changed over the year.

b) What month/s had the highest unemployment rate and what was it?

c) What month/s had the lowest unemployment rate and what was it?

d) What month had the biggest increase in unemployment from the previous month?

e) What month had the smallest increase in unemployment from the previous month?

f) Calculate the average unemployment rate for the year.

# Business Ratios

## Activity No. 1

A company's rental agreement states that they pay QR 14,900 per month. They have just signed a new agreement, and the rent will be increased by 5%. What will the new monthly rental expense be?

## Activity No. 2

A company's rental agreement states that they pay QR 22,500 per month. They have just signed a new agreement, and the rent will be increased by 2.5%. What will the new monthly rental expense be?

## Activity No. 3

A company's rental agreement states that they pay QR 10,700 per month. They have just signed a new agreement, and the rent will be increased by 3.75%. What will the new monthly rental expense be?

#### Activity No. 4

A company's rental agreement states that they pay QR 26,500 per month. They got a notice that the rent will be decreased by 15% according to maintenance. What will the new monthly rental expense be?

#### Activity No. 5

A company's rental agreement states that they pay QR 12,900 per month. They got a notice that the rent will be decreased by 4.25% according to maintenance. What will the new monthly rental expense be?

#### Activity No. 6

A company's rental agreement states that they pay QR 12,900 per month. They got a notice that the rent will be decreased by 4.25% according to maintenance. What will the new monthly rental expense be?

# Types of Company Expenses

## Activity No. 1

Qatar Trading produces Product A, which has a unit variable cost of QR 5 per unit and a fixed manufacturing cost of QR 50,000. Each unit has a selling price of QR8. Determine the following assuming 20,000 units are produced and sold.

- a) Fixed Cost
- b) Variable costs
- c) Total costs
- d) Total revenue after 20,000 units are sold
- e) Profit at 20,000 units.

## Activity No. 2

Qatar Trading produces Product A, which has a unit variable cost of QR 7.5 per unit and a fixed manufacturing cost of QR 20,000. Each unit has a selling price of QR 25. Determine the following assuming 60,000 units are produced and sold.

- a) Fixed Cost
- b) Variable costs
- c) Total costs
- d) Total revenue after 60,000 units are sold
- e) Profit at 60,000 units.

### Activity No. 3

Qatar Trading produces Product A, which has a unit variable cost of QR 34 per unit and a fixed manufacturing cost of QR 75,000. Each unit has a selling price of QR 80. Determine the following assuming 15,000 units are produced and sold.

- a) Fixed Cost
- b) Variable costs
- c) Total costs
- d) Total revenue after 15,000 units are sold
- e) Profit at 15,000 units.

# Simple Interest

## Activity No. 1

a) What will be the future value of QR 25,000 invested over 2 years at 1.5% pa simple interest?

b) Calculate the simple interest on QR 15,000 deposited for 4 years at a rate of 3%.

c) How long will it take for \$7000 to grow to \$7,500 at a simple interest rate of 3.5%?

## Activity No. 2

a) What will be the future value of QR 28,000 invested over 8 years at 3% pa simple interest?

b) Calculate the interest rate on QAR 259,400 deposited for 2 and quarter years, and the total amount is QAR 274,160.

c) How long will it take for \$13,000 to grow to \$16,900 at a simple interest rate of 4.25%?

### Activity No. 3

a) What will be the principle amount of a deposit invested over 1.5 years at 2.50%. And the total amount is QAR 55,170?

b) Calculate the interest rate on QAR 78,000 deposited for 4 years, and the total amount is QAR 85,239.

c) How long will it take for \$13,000 to grow to \$16,900 at a simple interest rate of 4.25%?

#### Activity No. 4

a) What will be the principle amount of a deposit invested over 5 years at 3%. And the total amount is QAR 70,000?

b) Calculate the interest rate on QAR 90,000 deposited for 2 years, and the total amount is QAR 105,000.

c) How long will it take for \$36,000 to grow to \$40,000 at a simple interest rate of 2.75%?

# Compound Interest

## Activity No. 1

What is the accumulated value of QR 5,000 invested at the compound rate of 2.5% per annum for 4 years when interest is paid?

a) Annually

b) Quarterly

c) Monthly

## Activity No. 2

What is the accumulated value of QR 41,000 invested at the compound rate of 1.25% per annum for 6 years when interest is paid?

a) Every year

b) Quarterly

c) Monthly

### Activity No. 3

What is the accumulated value of QR 94,900 invested at the compound rate of 3.25% per annum for 5 years when interest is paid?

a) Every half year

b) Every 4 months

c) Every 2 months

#### Activity No. 4

What is the accumulated value of QR 250,400 invested at the compound rate of 4.75% per annum for 3 years when interest is paid?

a) Every half year

b) Every 4 months

c) Every 2 months



# Chapter

# 2

## Currency & Money

# Introduction

## Activity No. 1

Match the currency abbreviation in the left column with the suitable country in the right column?

| Currency abbreviation | Matching | Country                     |
|-----------------------|----------|-----------------------------|
| 1. QAR                |          | a. European Union           |
| 2. U\$D               |          | b. Japan                    |
| 3. EURO               |          | c. Switzerland              |
| 4. CAD                |          | d. Australia                |
| 5. GBP                |          | e. United States of America |
| 6. AUD                |          | f. State of Qatar           |
| 7. CHF                |          | g. Canada                   |
| 8. JPY                |          | h. United Kingdom           |

## Activity No. 2

**State whether the following sentences are true or false:**

- a. The foreign exchange market is a local financial market for trading currencies.
- b. The foreign exchange market determines the values of different stocks and bonds.
- c. Forex market is working around the clock.
- d. The EURO is the currency of the USA.
- e. The CHF is the currency of the European Union.
- f. The AUD is the currency of Australia.

# Exchanging Money

## Activity No. 1

Use the table to answer related questions:

| USD/QAR |        |
|---------|--------|
| Sell    | Buy    |
| 3.6500  | 3.6400 |

- If you buy US Dollar which rate will you use?
- If you sell US Dollar which rate will you use?
- If you are going to The USA next week, which rate will you use?
- If an American tourist will come to Qatar, which rate will he use?
- Fahd Al-Dulaimi will study in Texas university and he needs to take \$5,000 when travelling for the first time, how much QAR does he need to exchange for USD?

- Yousef Al-Swaidi will travel to California next vacation as a tourist, and he needs to take \$8,000 when travelling, how much QAR does he need to exchange for USD?

- Mubarak Al-Marri is coming from The USA and he has \$ 15,000, how much QAR does he get when exchanging for the USD?

- Mohammed Al-Naimi has a company which exports Qatari heritage products to The USA. He received sales of \$ 26,000 from the American importer. Convert the amount to the QAR equivalent.

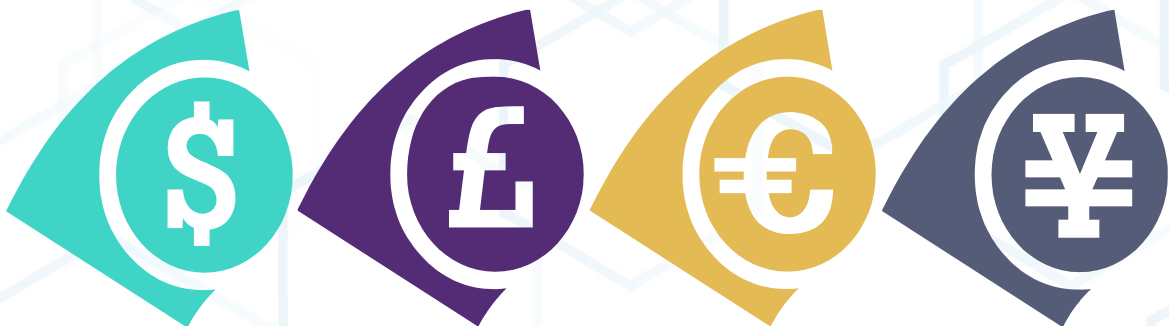
## Activity No. 2

Use the table to convert from foreign currencies to Qatari Riyal.

### Exchange Rates of Foreign Currencies Against QAR in 11/11/2013

| Currency | Sell   | Buy    |
|----------|--------|--------|
| USD/QAR  | 3.6500 | 3.6400 |
| EUR/QAR  | 4.9500 | 4.9271 |
| JPY/QAR  | 0.0480 | 0.0473 |
| GBP/QAR  | 5.6275 | 5.6256 |
| CHF/QAR  | 4.0358 | 4.0342 |
| CAD/QAR  | 3.5998 | 3.5960 |
| AUD/QAR  | 3.6462 | 3.6444 |
| HKD/QAR  | 0.4682 | 0.4670 |

| Amount in Foreign currency | Amount in QAR |
|----------------------------|---------------|
| USD 1,000                  | QAR           |
| USD 3,450                  | QAR           |
| CHF 1,000,500              | QAR           |
| EURO 500,628               | QAR           |
| JPY 1,500,000              | QAR           |
| GBP 9,805                  | QAR           |
| CAD 46,300                 | QAR           |
| AUD 23,591                 | QAR           |



### Activity No. 3

Use the table to convert from Qatari Riyal to foreign currencies.

| Amount in QAR | Amount in Foreign currency |
|---------------|----------------------------|
| QAR 100,400   | U\$D                       |
| QAR 70,329    | EURO                       |
| QAR 200,006   | JPY                        |
| QAR 350,782   | GBP                        |
| QAR 20,080    | CHF                        |
| QAR 100,000   | CAD                        |
| QAR 4,800     | AUD                        |

### Activity No. 4

Calculate the foreign exchange rate between QAR and the other currencies.

| Amount in QAR   | Foreign Exchange Rate | Amount in Foreign currency |
|-----------------|-----------------------|----------------------------|
| QAR 22,500      |                       | U\$D 6,147.54              |
| QAR 88,007      |                       | EURO 17,707.64             |
| QAR 469,211     |                       | JPY 10,426,911.11          |
| QAR 847,230     |                       | GBP 146,074.13             |
| QAR 500,933     |                       | CHF 123,079.36             |
| QAR 7,120,337   |                       | CAD 2,225,105.31           |
| QAR 130,877,246 |                       | AUD 35,564,469.02          |

# Drawing Forex Charts

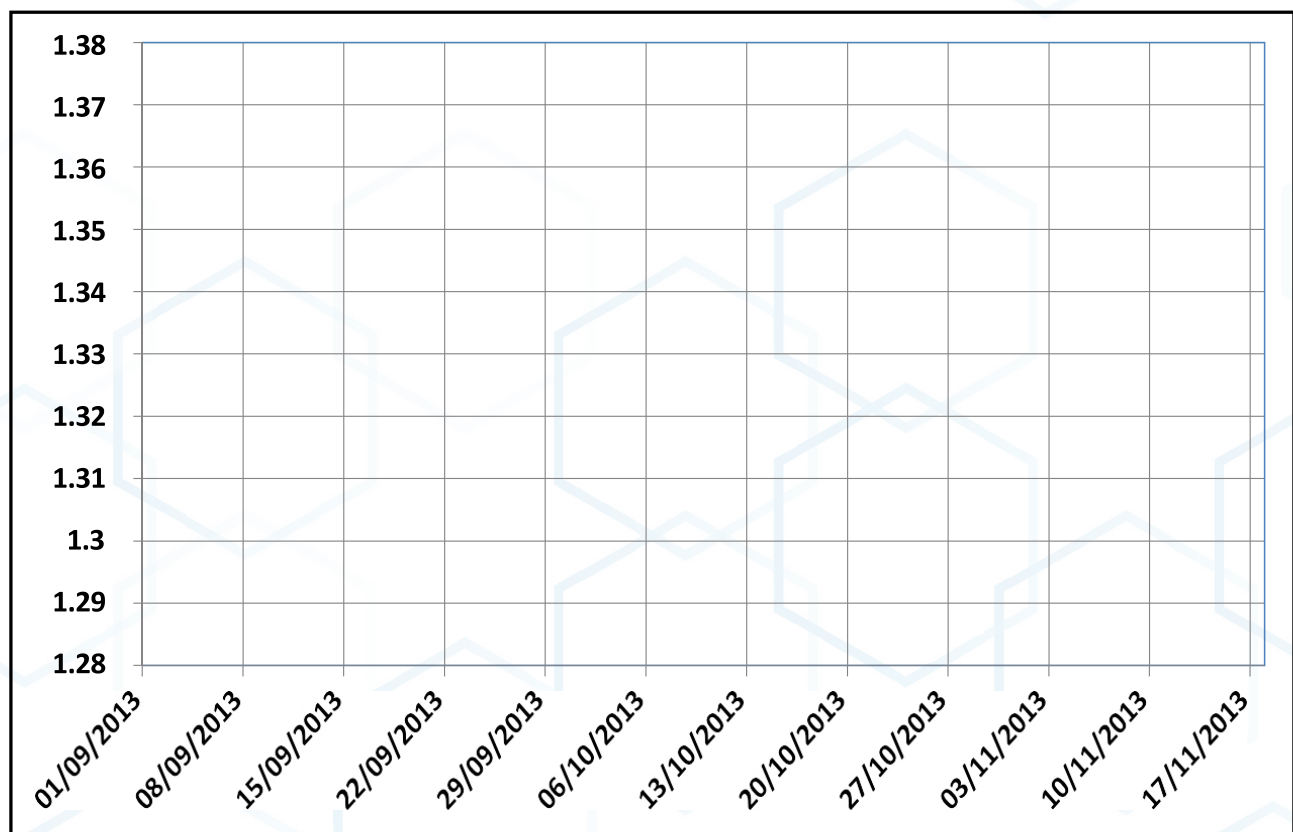
## Activity No. 1

The table No. 1 displays the foreign exchange rate between EURO/USD. Draw the linear graph chart for the pair of currency, then draw a trend line that represents the direction of the rate with comments.

**Table No. 1**

EURO/USD Exchange Rate Table, Period: 90 Days, Frequency: Weekly

| End Date   | EURO/USD | End Date   | EURO/USD | End Date   | EURO/USD |
|------------|----------|------------|----------|------------|----------|
| 01/09/2013 | 1.3316   | 29/09/2013 | 1.3507   | 27/10/2013 | 1.3748   |
| 08/09/2013 | 1.318    | 06/10/2013 | 1.3552   | 03/11/2013 | 1.3687   |
| 15/09/2013 | 1.3257   | 13/10/2013 | 1.3548   | 10/11/2013 | 1.3459   |
| 22/09/2013 | 1.3421   | 20/10/2013 | 1.3588   | 17/11/2013 | 1.3429   |



|                       |  |                   |  |                    |  |
|-----------------------|--|-------------------|--|--------------------|--|
| <b>Period Average</b> |  | <b>Period Low</b> |  | <b>Period High</b> |  |
|-----------------------|--|-------------------|--|--------------------|--|

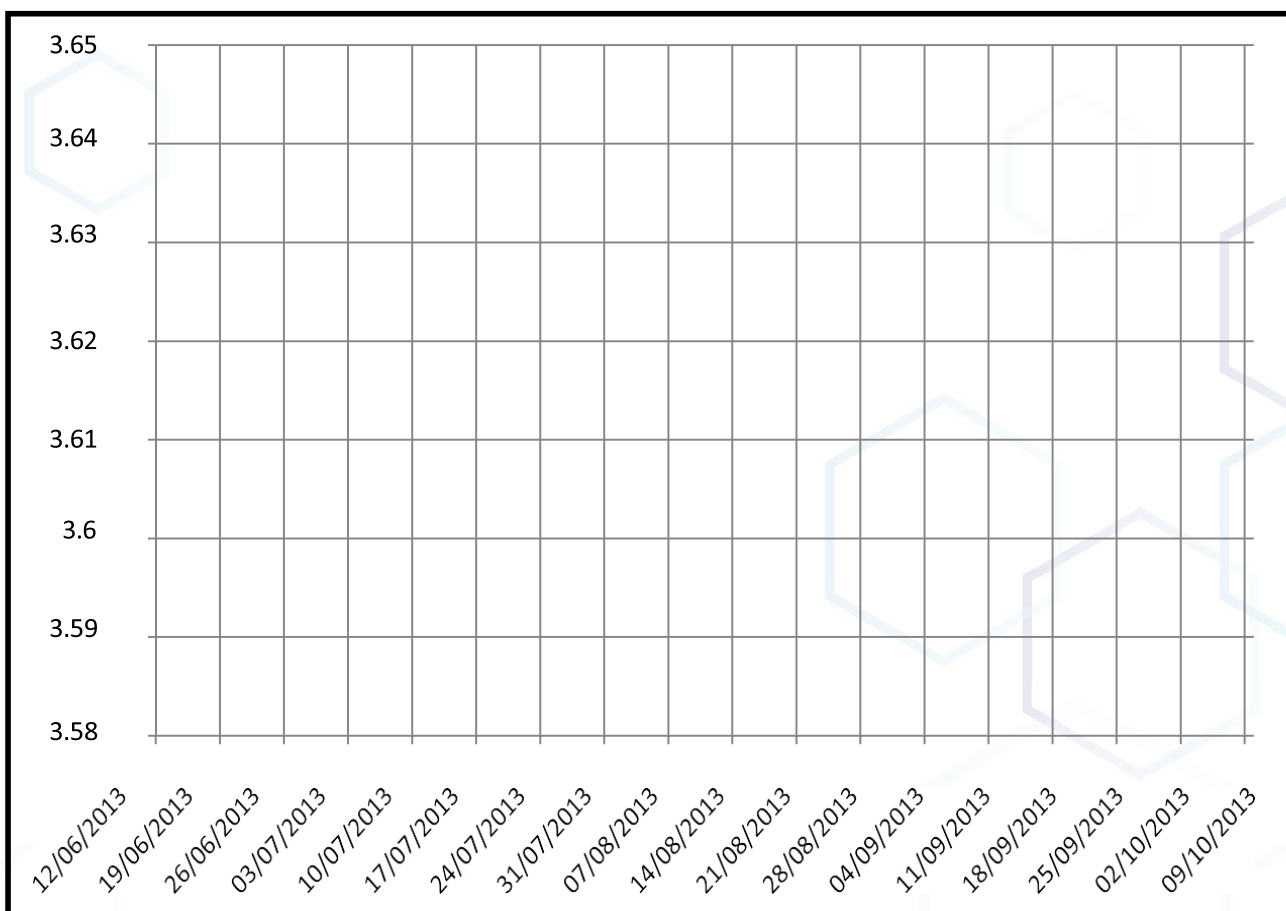
## Activity No. 2

The table No. 2 displays the foreign exchange rate between U\$D/QAR. Draw the linear graph chart for the pair of currency, then draw a trend line that represents the direction of the rate with comments.

**Table No. 2**

U\$D/QAR Exchange Rate Table, Period: 180 Days, Frequency: Weekly

| End Date   | EURO/U\$D | End Date   | EURO/U\$D | End Date   | EURO/U\$D |
|------------|-----------|------------|-----------|------------|-----------|
| 12/06/2013 | 3.6379    | 24/07/2013 | 3.6396    | 04/09/2013 | 3.6399    |
| 19/06/2013 | 3.6398    | 31/07/2013 | 3.6400    | 11/09/2013 | 3.6398    |
| 26/06/2013 | 3.6407    | 07/08/2013 | 3.6388    | 18/09/2013 | 3.6401    |
| 03/07/2013 | 3.6409    | 14/08/2013 | 3.6381    | 25/09/2013 | 3.6396    |
| 10/07/2013 | 3.6399    | 21/08/2013 | 3.6028    | 02/10/2013 | 3.6398    |
| 17/07/2013 | 3.6390    | 28/08/2013 | 3.6400    | 09/10/2013 | 3.6410    |



# Cost of Imported Products

## Activity No. 1

The following table shows the cost of a suitcase, which is imported by QBBS limited company from China. Read the table and then answer related questions.

| Item            | Value in U\$D |
|-----------------|---------------|
| Purchasing cost | 65.75         |
| Freight         | 2.74          |
| Insurance       | 8.22          |
| Import Tax      | 3.29          |



| U\$D/QAR |        |
|----------|--------|
| Sell     | Buy    |
| 3.6500   | 3.6400 |

- Calculate the cost of the item in U\$D.
- Calculate total cost if you import 250 pieces in U\$D.
- If you need to buy U\$D from the exchange to import the item, Calculate the equivalent QAR amount you need to import these 250 pieces.

## Activity No. 2

The following table shows cost of iphone which is imported by ARK limited company from the USA. Read the table and then answer related questions.

| Item                             | Value in U\$D |
|----------------------------------|---------------|
| Cost price                       | 328.77        |
| Air freight                      | 13.70         |
| Insurance                        | 6.85          |
| Duty (import tax)                | 10.96         |
| Number of imported units in 2013 | 1200          |



| U\$D/QAR |        |
|----------|--------|
| Sell     | Buy    |
| 3.6500   | 3.6400 |

- Calculate the cost of the item in U\$D.
- Calculate total cost if you import 1200 pieces in U\$D.
- If you need to buy U\$D from the exchange to import the item, Calculate the equivalent QAR amount you need to import these 1200 pieces

### Activity No. 3

The following table shows cost of Dell desktop PC which is imported by Doha Hi-tech from the Singapore. Read the table and then answer related questions.

| Item                             | Value in U\$D |
|----------------------------------|---------------|
| Cost price                       | 200           |
| Air freight                      | 35            |
| Insurance                        | 20            |
| Duty (import tax)                | 15            |
| Number of imported units in 2013 | 500           |



- Calculate the cost of the item in U\$D.
- Calculate total cost if you import 500 pieces in U\$D.
- If you need to buy U\$D from the exchange to import the item, Calculate the equivalent QAR amount you need to import these 500 pieces.

## Activity No. 4

Complete the invoice and then answer related questions.

|                                                                                                       |                            |                                                                                      |               |
|-------------------------------------------------------------------------------------------------------|----------------------------|--------------------------------------------------------------------------------------|---------------|
| <b>Toronto Luxury Furnishings</b><br>Ontario<br>Canada<br>+1 390 888 274<br>john@luxuryfurnishings.ca |                            | <b>INVOICE</b><br><b>Invoice number:</b> B78260<br><b>Invoice date:</b> 1 March 2013 |               |
| <b>Customer information</b>                                                                           |                            |                                                                                      |               |
| <b>Billing address</b>                                                                                |                            |                                                                                      |               |
| <b>Company:</b>                                                                                       | Qatar Airways              |                                                                                      |               |
| <b>Name:</b>                                                                                          | Mohamed Khalifa Alkubasi   |                                                                                      |               |
| <b>Address:</b>                                                                                       | PO Box 2055, Down Town     |                                                                                      |               |
| <b>City:</b>                                                                                          | Doha, Qatar                |                                                                                      |               |
| <b>Quantity</b>                                                                                       | <b>Product description</b> | <b>Amount \$CN</b>                                                                   | <b>Amount</b> |
| 150                                                                                                   | Office chairs – orange     | 135                                                                                  |               |
| 200                                                                                                   | Deluxe office desks        | 200                                                                                  |               |
| 350                                                                                                   | Director chair             | 250                                                                                  |               |
| 40                                                                                                    | Boardroom table            | 500                                                                                  |               |
|                                                                                                       |                            | Total 1                                                                              |               |
|                                                                                                       |                            | Insurance                                                                            | 1500          |
|                                                                                                       |                            | Freight                                                                              | 2000          |
|                                                                                                       |                            | Total 2                                                                              |               |

a. Calculate the total amount of the invoice in \$CN.

b. Calculate the total amount of the invoice in QAR using the foreign exchange rate (\$CN 1 = QAR 3.5998).

## Activity No. 5

Complete the invoice and then answer related questions.

|                                                                                                       |                            |                                                                                      |               |
|-------------------------------------------------------------------------------------------------------|----------------------------|--------------------------------------------------------------------------------------|---------------|
| <b>Toronto Luxury Furnishings</b><br>Ontario<br>Canada<br>+1 390 888 274<br>john@luxuryfurnishings.ca |                            | <b>INVOICE</b><br><b>Invoice number:</b> B78260<br><b>Invoice date:</b> 1 March 2013 |               |
| <b>Customer information</b>                                                                           |                            |                                                                                      |               |
| <b>Billing address</b>                                                                                |                            |                                                                                      |               |
| <b>Company:</b>                                                                                       | Qatar Airways              |                                                                                      |               |
| <b>Name:</b>                                                                                          | Mohamed Khalifa Alkubasi   |                                                                                      |               |
| <b>Address:</b>                                                                                       | PO Box 2055, Down Town     |                                                                                      |               |
| <b>City:</b>                                                                                          | Doha, Qatar                |                                                                                      |               |
| <b>Quantity</b>                                                                                       | <b>Product description</b> | <b>Amount \$CN</b>                                                                   | <b>Amount</b> |
| 100                                                                                                   | Office chairs – orange     | 120                                                                                  |               |
| 270                                                                                                   | Deluxe office desks        | 230                                                                                  |               |
| 310                                                                                                   | Director chair             | 290                                                                                  |               |
| 80                                                                                                    | Boardroom table            | 700                                                                                  |               |
|                                                                                                       |                            | Total 1                                                                              |               |
|                                                                                                       |                            | Insurance                                                                            | 3800          |
|                                                                                                       |                            | Freight                                                                              | 4200          |
|                                                                                                       |                            | Total 2                                                                              |               |

Calculate the equivalent QAR amount you need to import this shipment (GBP 1 = QAR 5.6275).



## Activity No. 6

Complete the invoice and then answer related questions.

|                      | 2011     | 2012      | 2013-Q1  | 2013-Q2  |
|----------------------|----------|-----------|----------|----------|
| Exports ( F. O. B. ) | 416,047  | 484,003   | 131,807  | 123,205  |
| Imports ( F. O. B. ) | (98,010) | (112,065) | (26,816) | (27,936) |

- Calculate the net of Qatar TB in QAR.
- Calculate the net of Qatar TB in U\$D (U\$D 1= QAR 3.65 ).
- Redo the calculations using the foreign exchange rate (U\$D 1= QAR 3.63 ).
- Redo the calculations using the foreign exchange rate (U\$D 1= QAR 3.67 ).

|                    | 2011 | 2012 | 2013-Q1 | 2013-Q2 |
|--------------------|------|------|---------|---------|
| Net of TB in QAR   |      |      |         |         |
| Net of TB \$ 3.65  |      |      |         |         |
| Net of TB \$ 3.630 |      |      |         |         |
| Net of TB \$ 3.67  |      |      |         |         |



# Chapter

# 3

## Using Ratios in Business

# The Meaning of Percentage

Percentages and ratios occur in many financial calculations. Basically, a percentage % is expressed out of 100, whereas a ratio is one number divided by another. The idea of percentages is that the whole of something can be thought of as 100%. The equation used to calculate the Base, Rate, and Percentage Amount, P.A. is as follows:

$$\text{Base} \times \text{Rate} = \text{Percentage Amount}$$

## Calculating Percentage Amount

### Activity No. 1

The following table displays basic statistics about the market share of cell phone companies. Read the information and then answer questions from (a- i).

| Rank                  | Manufacturer | Market share | Percentage Amount<br>(Production in billions) |
|-----------------------|--------------|--------------|-----------------------------------------------|
| 1                     | Samsung      | (Rate %)     |                                               |
| 2                     | Apple        | 20.7%        |                                               |
| 3                     | Nokia        | 19.8%        |                                               |
| 4                     | ZTE          | 7.9%         |                                               |
| 5                     | LG           | 4.2%         |                                               |
| 6                     | Others       | 3.5%         |                                               |
| Total of World (Base) |              |              |                                               |

- Calculate the number of cellphone for each company if the total production for world is 6.5 billion.
- What is the market share of Nokia?
- Which company has the higher percentage?
- Calculate the total percentage of the top three corporations?

### Activity No. 2

The following table displays three producing countries of auto industry in 2011. Read the information and then calculate the percentage amount for every country.

| Ranking                   | Country                                                                                   | Percentage Amount<br>(Production in billions) | Market share % |
|---------------------------|-------------------------------------------------------------------------------------------|-----------------------------------------------|----------------|
| 11                        |  Canada  |                                               | 2.75%          |
| 12                        |  Russia |                                               | 2.56%          |
| 13                        |  Iran  |                                               | 2.12%          |
| <b>Total of the world</b> |                                                                                           | <b>77.74</b>                                  | <b>100%</b>    |

### Activity No. 3

The following table displays three producing countries of auto industry in 2013. Read the information and then calculate the percentage amount for every country.

| Ranking                   | Country                                                                                            | Percentage Amount<br>(Production in billions) | Market share % |
|---------------------------|----------------------------------------------------------------------------------------------------|-----------------------------------------------|----------------|
| 1                         |  China          |                                               | 25.23%         |
| 2                         |  European Union |                                               | 18.46%         |
| 3                         |  United States  |                                               | 12.60%         |
| <b>Total of the world</b> |                                                                                                    | <b>87,663,968</b>                             | <b>100%</b>    |

# Calculating The Rate

## Activity No. 1

### World Motor Vehicle Production

### World Ranking of Manufacturers for year 2010

| Ranking            | Group      | Percentage Amount<br>(Production in billions) | Market Share %<br>(Percentage Rate) |
|--------------------|------------|-----------------------------------------------|-------------------------------------|
| 1                  | TOYOTA     | 8.56                                          |                                     |
| 2                  | G.M.       | 8.48                                          |                                     |
| 3                  | VOLKSWAGEN | 7.34                                          |                                     |
| 4                  | HYUNDAI    | 5.76                                          |                                     |
| 5                  | FORD       | 4.99                                          |                                     |
| 6                  | NISSAN     | 3.98                                          |                                     |
| 7                  | HONDA      | 3.64                                          |                                     |
| 14                 | B.M.W.     | 1.48                                          |                                     |
| 15                 | MAZDA      | 1.31                                          |                                     |
| 16                 | MITSUBISHI | 1.17                                          |                                     |
| <b>World Total</b> |            | <b>77.74 (Base)</b>                           | 100%                                |

- What is the market share percentage of Ford?
- Which company has the highest percentage?
- What is your favorite car brand name?
- Can you list three autos, which are manufactured by Toyota?
- If you are a development manager in Honda, what can you do to attract new customers using new options and accessories?
- If you are a sales and marketing manager in MAZDA, what can you do to attract new customers using different types of ads?

## Activity No. 2

The following table displays Top 10 motor vehicle producing countries in 2011. Read the information and then calculate the market share rate for every country.

| Ranking                   | Group                                                                                           | Production in million | Market Share % |
|---------------------------|-------------------------------------------------------------------------------------------------|-----------------------|----------------|
| 1                         |  China         | 18.42                 |                |
| 2                         |  United States | 8.65                  |                |
| 3                         |  Japan         | 8.40                  |                |
| 4                         |  Germany       | 6.31                  |                |
| 5                         |  South Korea   | 4.66                  |                |
| 6                         |  India         | 3.94                  |                |
| 7                         |  Brazil      | 3.41                  |                |
| 8                         |  Mexico      | 2.68                  |                |
| 9                         |  Spain       | 2.35                  |                |
| 10                        |  France      | 2.29                  |                |
| <b>Total of the world</b> |                                                                                                 | <b>77.74</b>          | <b>100%</b>    |

# Calculating the Base

## Activity No. 1

The following table represents the rate of production in car industry for every country as a percentage of the world total. Compute the total of production for the whole world in 2007-2013.

| Country     | Year | P.A.     | Rate%  | World Total (Base) |
|-------------|------|----------|--------|--------------------|
| South Korea | 2007 | 4086308  | 5.58%  |                    |
| Japan       | 2008 | 11575644 | 16.41% |                    |
| USA         | 2009 | 5731397  | 9.28%  |                    |
| Malaysia    | 2010 | 567715   | 0.73%  |                    |
| Germany     | 2011 | 6311103  | 7.88%  |                    |
| UK          | 2012 | 1576945  | 1.87%  |                    |
| China       | 2013 | 22116825 | 30.19% |                    |

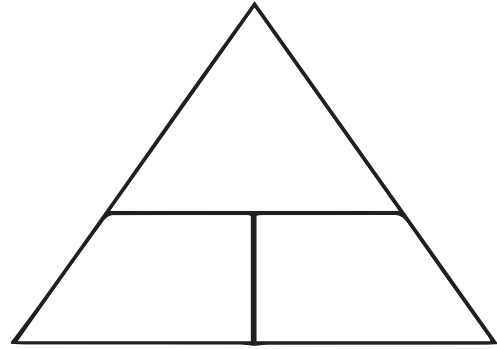
## Activity No. 2

During Ramadan only, your store sells a total of QR 25,000. It was 40% of the total sales for the year. What are your store's sales?



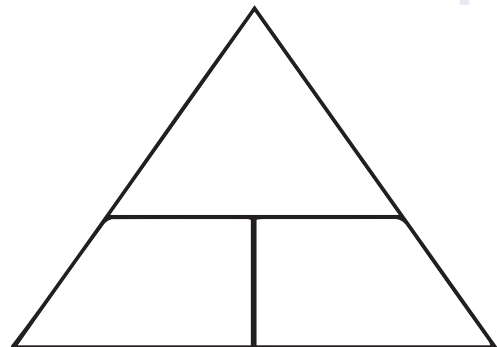
### Activity No. 3

If you save 20% from your monthly salary, which is QR 7000, how much is your monthly salary and the total saving for a year?



### Activity No. 4

If you save 15% from your monthly salary, which is QR 7000, how much is your monthly salary and the total saving for a year?



# Calculating Percentage Change

$$\text{Percentage change} = \frac{\text{New Value} - \text{Old Value}}{\text{Old Value}} \times 100$$

## Activity No. 1

From the table below calculate the percentage change for each two consecutive years.

### Production of Toyota 2006-2011

| Year | Production<br>in million | Calculations | Percentage<br>change |
|------|--------------------------|--------------|----------------------|
| 2006 | 9.02                     |              |                      |
| 2007 | 9.50                     |              |                      |
| 2008 | 9.23                     |              |                      |
| 2009 | 7.23                     |              |                      |
| 2010 | 8.56                     |              |                      |
| 2011 | 7.86                     |              |                      |

## Activity No. 2

The following table displays the global production of motor vehicles (cars and commercial vehicles) by year. Read the information and then find the percentage change between each two years.

| Year | Number of units<br>in millions | Calculations |
|------|--------------------------------|--------------|
| 2001 | 56.30                          | -            |
| 2002 | 58.99                          | 4.78%        |
| 2003 | 60.66                          | 2.83%        |
| 2004 | 64.50                          |              |
| 2005 | 66.48                          |              |
| 2006 | 69.22                          |              |
| 2007 | 73.27                          |              |
| 2008 | 70.52                          |              |
| 2009 | 61.79                          |              |
| 2010 | 77.86                          |              |

- Find the percentage change between each two years.
- Which years have a downward trend comparing with previous years, and why?

### Activity No. 3

A company had sales of \$200,000 this month and \$160,000 last month. Find both the amount of increase and the Percentage Change.

### Activity No. 4

Suppose that Yamamoto's Gift Shop had sales of \$225,000 in November and then doubled its sales in December to \$450,000. What would be the percent increase for December over November?

### Activity No. 5

Because of Father's Day, Martin's Men's Store had sales of \$450,000 in June. Sales decreased by \$225,000 in July. What was the percent decrease in Martin's sales in July.

## Activity No. 6

Compute the amount of change and the Percentage change between this year and last year.

| Description of Item     | 2014   | 2013   | Change Amount | Percentage Change |
|-------------------------|--------|--------|---------------|-------------------|
| 17. Batteries           | 516    | 541    |               |                   |
| 18. Brake fluid (pints) | 1,781  | 1,602  |               |                   |
| 19. Coolant (gallons)   | 2,045  | 1,815  |               |                   |
| 20. Headlight lamps     | 5,291  | 5,687  |               |                   |
| 21. Oil (quarts)        | 13,428 | 14,746 |               |                   |
| 22. Mufflers            | 639    | 585    |               |                   |
| 23. Shock absorbers     | 895    | 1,084  |               |                   |
| 24. Tires, auto         | 6,742  | 5,866  |               |                   |
| 25. Tires, truck        | 2,115  | 1,805  |               |                   |
| 26. Wiper blades        | 1,927  | 2,342  |               |                   |



## Test Your Knowledge and Skills

STOP

### Activity No. 1

**What is the equation used to calculate the percentage?**

- a.  $\text{Base} = \text{Percentage Amount} \times \text{Rate}$
- b.  $\text{Rate} = \text{Percentage Amount} \times \text{Base}$
- c.  $\text{Base} \times \text{Rate} = \text{Percentage Amount}$
- d.  $\text{Base} \times \text{Percentage Amount} = \text{Rate}$

### Activity No. 2

**What is the equation used to calculate the percentage change?**

a. Percentage change =  $\frac{\text{New value} - \text{Old value}}{\text{Old Value} + \text{New Value}} \times 100$

b. Percentage change =  $\frac{\text{New value} - \text{Old value}}{\text{Old Value}} \times 100$

c. Percentage change =  $\frac{\text{New value} - \text{Old value}}{\text{New Value}} \times 100$

d. Percentage change =  $\frac{\text{Old value} - \text{New value}}{\text{Old Value}} \times 100$

### Activity No. 3

The following table displays basic statistics about the market share of cell phone companies. Read the information and then answer questions from (a- i).

| Ranking               | Manufacturer | Market share<br>(Rate %) | Percentage Amount<br>(Production in billions) |
|-----------------------|--------------|--------------------------|-----------------------------------------------|
| 1                     | Samsung      | 24.6%                    |                                               |
| 2                     | Nokia        | 13.9%                    |                                               |
| 3                     | Apple        | 8.3%                     |                                               |
| 4                     | LG           | 3.8%                     |                                               |
| 5                     | ZTE          | 3.3%                     |                                               |
| 6                     | Others       | 34.0%                    |                                               |
| Total of World (Base) |              |                          |                                               |

- Calculate the number of cellphones for each company if the total production for world is **9.8 billion**.
- What is the market share of Nokia? (      )
- Which company has the higher percentage? (      )
- Calculate the total percentage of the top three corporations? (      )

### Activity No. 4

The following table displays three producing countries of auto industry in 2013. Read the information and then calculate the percentage amount for every country.

| Ranking                   | Country                                                                                          | Percentage Amount<br>(Production) | Market<br>share % |
|---------------------------|--------------------------------------------------------------------------------------------------|-----------------------------------|-------------------|
| 1                         |  China          |                                   | 22.50%            |
| 2                         |  European Union |                                   | 15.70%            |
| 3                         |  United States  |                                   | 10.30%            |
| <b>Total of the world</b> |                                                                                                  | <b>75,593,127</b>                 | <b>100%</b>       |



## Activity No. 5

The following table displays Top 10 motor vehicle producing countries in 2014. Read the information and then calculate the market share rate for every country.

| Ranking                   | Year                                                                                            | Production<br>in million | Market Share % |
|---------------------------|-------------------------------------------------------------------------------------------------|--------------------------|----------------|
| 1                         |  China         | 20.42                    |                |
| 2                         |  United States | 10.65                    |                |
| 3                         |  Japan         | 10.4                     |                |
| 4                         |  Germany       | 8.31                     |                |
| 5                         |  South Korea   | 6.66                     |                |
| 6                         |  India       | 5.94                     |                |
| 7                         |  Brazil      | 5.41                     |                |
| 8                         |  Mexico      | 4.68                     |                |
| 9                         |  Spain       | 4.35                     |                |
| 10                        |  France      | 4.29                     |                |
| <b>Total of the world</b> |                                                                                                 | <b>90.50</b>             | <b>100%</b>    |

## Activity No. 6

The following table represents the rate of production in car industry for every country as a percentage of the world total. Compute the total of production for the whole world in 2007-2013.

| Country     | Year | P.A.     | Rate%  | World Total<br>(Base) |
|-------------|------|----------|--------|-----------------------|
| South Korea | 2007 | 4086308  | 5.58%  |                       |
| Japan       | 2008 | 11575644 | 16.41% |                       |
| USA         | 2009 | 5731397  | 9.28%  |                       |
| Malaysia    | 2010 | 567715   | 0.73%  |                       |
| Germany     | 2011 | 6311103  | 7.88%  |                       |
| UK          | 2012 | 1576945  | 1.87%  |                       |
| China       | 2013 | 22116825 | 30.19% |                       |

## Activity No. 7

The following table displays the global production of motor vehicles (cars and commercial vehicles) by year. Read the information and then find the percentage change between each two years.

| Year | Number of units<br>in millions | Percentage<br>change |
|------|--------------------------------|----------------------|
| 2001 | 56.30                          |                      |
| 2002 | 58.99                          |                      |
| 2003 | 60.66                          |                      |
| 2004 | 64.50                          |                      |
| 2005 | 66.48                          |                      |
| 2006 | 69.22                          |                      |
| 2007 | 73.27                          |                      |
| 2008 | 70.52                          |                      |
| 2009 | 61.79                          |                      |
| 2010 | 77.86                          |                      |
|      | <b>90.50</b>                   | <b>100%</b>          |

### Activity No. 8

Compute the amount of change and the Percentage change between this year and last year for the sales of some auto items and parts in millions.

| Description of Item     | 2014   | 2013   | Change Amount | Percentage Change |
|-------------------------|--------|--------|---------------|-------------------|
| 17. Batteries           | 516    | 541    |               |                   |
| 18. Brake fluid (pints) | 1,781  | 1,602  |               |                   |
| 19. Coolant (gallons)   | 2,045  | 1,815  |               |                   |
| 20. Headlight lamps     | 5,291  | 5,687  |               |                   |
| 21. Oil (quarts)        | 13,428 | 14,746 |               |                   |
| 22. Mufflers            | 639    | 585    |               |                   |
| 23. Shock absorbers     | 895    | 1,084  |               |                   |
| 24. Tires, auto         | 6,742  | 5,866  |               |                   |
| 25. Tires, truck        | 2,115  | 1,805  |               |                   |
| 26. Wiper blades        | 1,927  | 2,342  |               |                   |



# Chapter

# 4

## Business Discount

# The Purpose Of Business Discount

To encourage prompt payment or to target particular customer groups, manufacturers offer discounts to wholesalers, wholesalers to retailers, and retailers to consumers. The discount is given on the list price. There are different types of business discount mainly trade, cash, and multiple.

## Trade Discount

Trade discount is deducted from the list price for purchases made by buyers of a particular trade. The trade discount is stated as a percentage of the list price.

$$\text{Trade Discount} = \text{List Price} \times \text{Discount Rate}$$

$$\text{Price after Trade Discount} = \text{List Price} - \text{Trade Discount}$$

$$\text{Price after Trade Discount} = \text{List Price} (1 - \text{Discount Rate})$$

## Activity No. 1

**Aldelemy&Faraj** have a wholesaler company which trades in Laptops. If the factory price of Toshiba Laptop is QR 4500. If the discount Rate % given from Toshiba to the **wholesaler company is 6%. Calculate:**

- The discount value for one unit.
- The net price for one unit.
- The total value of discount for 1500 units sold
- The total value of sales for 1500 units sold



## Activity No. 2

If the list price of Samsung Galaxy S4 is QR 2600, but the Doha Agency for hi-tech gives 7% discount to the retailer, what is the discount value and the net price?

### Activity No. 3

Alkarbi & Alkaabi have a Showroom that sells Toyota Land Cruiser. The company list price for each car is QR 290,000, but to get rid of 2013 storage they give 3% discount for every customer. Calculate:

- The discount value for one unit.
- the net price for one unit.
- the total value of discount for 104 units sold
- The total value of sales for 104 units sold.



#### Activity No. 4

Rajaa & Alkebasy have a travel agency company that organizes overseas trips around the world. The trip list price for Malaysia is QR 11000/ person. However, in November 2012, the manager decided to give 10% discount for groups over 20 person, and 15% discount for groups over 30 person. Calculate the discount value and the net price for two tourist Regiments of 26 and 33 people.



### Activity No. 5

Hamad has a company that trades in Laptops. If the list price of a Toshiba Laptop is QR 5500 but the net price after discount is QR 5150. What is the discount Rate %?. In addition, what is the total value of discount and total value of sales if the company sold 24 units in October 2012.

### Activity No. 6

Khalifa has a company which trades in Apple products. If the list price of an ipad is QR 2600 but the net price after discount is QR 2300.

- What is the discount value in QR?
- What is the discount Rate %?
- What is the total value of discount if the company sold 63 units in September 2013?
- What is the total value of sales if the company sold 63 units in September 2013?

### Activity No. 7

Doha overseas Co. is a travel agency company that organizes overseas trips around the world. The list price of trip for Malaysia is QR 5500 for each person. However, in November 2012 the manager decided to give discount of 5%. On the other hand, Torky travel agency gives 3% discount on its QR 5000 trip to Malaysia.

Choose the best offer, and calculate the total cost of trip for a family of 6 members.



# Cash Discount

Cash discounts are given to encourage people to buy. Another type of cash discount is given to encourage debtors to pay their bills promptly. This type of discount usually stipulates a time period in which the payment must be made to take advantage of the discount. The discount terms may be stated as 10/10, 5/30 or N/30. The meaning of these terms are: 10% discount if paid within 10 days, 5% discount if paid within 30 days and no discount if paid after 30 days.

## Activity No. 1

Waleed's invoice had terms of 5/30. If the list Price was \$700, find the net price if the invoice was paid in 23 days. Find the total value of discount if the number of strippers sold is 120 units in November and 240 units in December 2011?

### Activity No. 2

Your statement gives the following terms: 3/45. The balance you need to pay for 20 days is \$447.20. How much will you have to pay if you take advantage of the discount?

### Activity No. 3

What discount rate will give a net price of \$650.25 if the list price is \$765, and the term is 7/15 ?.

#### Activity No. 4

Wholesale Plumbing Supplies gives a trade discount of 15/30 to plumbers. How much would Fred's Plumbing Services pay for a solar water service listed at \$1,549 if he pays in 26 days?

#### Activity No. 5

The list price of a calculator is \$75 and the student discount offered is 18/45. Find the net price if the invoice paid in 38 days.

### Activity No. 6

Find the discount value and the net price on a car listed at \$7,999 with a discount of  $\frac{6}{50}$  if the balance will be paid in 52 days.

### Activity No. 7

Find the discount value and the net price on a car listed at QAR 240,000 with a discount of  $\frac{2}{50}$  if the balance will be paid in 30 days

# Multiple Discount for One Product

## Activity No. 1

A hardware store offers a trade discount 7% to trades people for a hard disk drive of QR 600. It offers a further 4% discount if the account is paid for in 7 days. Calculate:

- The trade and cash discount?
- The multiple discount value if the tradesperson pays in 7 days?
- what will a tradesperson pay for the item if he pays within 7 days?
- The multiple discount rate if the tradesperson pays in 7 days?

|                                         |  |  |
|-----------------------------------------|--|--|
| <b>Original list price</b>              |  |  |
| <b>- Less trade discount</b>            |  |  |
| <b>= Net price after trade discount</b> |  |  |
| <b>- Less cash discount</b>             |  |  |
| <b>= Net price after cash discount</b>  |  |  |
| <b>Multiple discount value</b>          |  |  |
| <b>Multiple discount rate</b>           |  |  |

## Activity No. 2

A hardware store offers a trade discount 2% to trades people for a hard disk drive of QR 350. It offers a further 3% discount if the account is paid for in 15 days. Calculate:

- The trade and cash discount?
- The multiple discount value if the tradesperson pays in 10 days?
- What will a tradesperson pay for the item if he pays within 10 days?
- The multiple discount rate if the tradesperson pays in 10 days?

|                                         |  |  |
|-----------------------------------------|--|--|
| <b>Original list price</b>              |  |  |
| <b>- Less trade discount</b>            |  |  |
| <b>= Net price after trade discount</b> |  |  |
| <b>- Less cash discount</b>             |  |  |
| <b>= Net price after cash discount</b>  |  |  |
| <b>Multiple discount value</b>          |  |  |
| <b>Multiple discount rate</b>           |  |  |

### Activity No. 3

Doha overseas Co. is a travel agency company that organizes overseas trips around the world. The list price of a trip to Malaysia is QR 6000 for each person. However, in November 2012 the manager decided to give trade discount of 4% for large groups, and a cash discount of 6/25. Calculate:

- The trade and cash discount?
- The multiple discount value if the tradesperson pays in 14 days?
- What will a tradesperson pay for the item if he pays within 14 days?
- The multiple discount rate if the tradesperson pays in 14 days?

|                                         |  |  |
|-----------------------------------------|--|--|
| <b>Original list price</b>              |  |  |
| <b>- Less trade discount</b>            |  |  |
| <b>= Net price after trade discount</b> |  |  |
| <b>- Less cash discount</b>             |  |  |
| <b>= Net price after cash discount</b>  |  |  |
| <b>Multiple discount value</b>          |  |  |
| <b>Multiple discount rate</b>           |  |  |

# Multiple Discount for More Than One Item

## Activity No. 1

Read the following invoice and then complete spaces.

|                                                                                   |                                                                                                        |                 |                                                                                    |                 |
|-----------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|-----------------|------------------------------------------------------------------------------------|-----------------|
|  | <b>QCSS Stationery Supplies</b><br>1234 Al Fundaq Road<br>Al Sadd<br>www.qfcbe.com.qa<br>Tel: 33678912 |                 | <b>INVOICE</b><br><b>Invoice Number:</b> B6554<br><b>Invoice Date:</b> 20 Feb 2013 |                 |
|                                                                                   | <b>Customer information</b>                                                                            |                 |                                                                                    |                 |
|                                                                                   | <b>Billing address</b>                                                                                 |                 | <b>Shipping Address</b>                                                            |                 |
|                                                                                   | <b>Company:</b>                                                                                        | Al Jassim Group | <b>Company:</b>                                                                    | Al Jassim Group |
| <b>ABN:</b>                                                                       | 444 555 666 11                                                                                         | <b>ABN:</b>     | 444 555 666 11                                                                     |                 |
| <b>Name:</b>                                                                      | Mr Peter Williams                                                                                      | <b>Name:</b>    | Mr Peter Williams                                                                  |                 |
| <b>Address:</b>                                                                   | PO Box 7123                                                                                            | <b>Address:</b> | 556 Salwa Road                                                                     |                 |
|                                                                                   | Doha                                                                                                   |                 | Abu Hamour                                                                         |                 |
|                                                                                   |                                                                                                        |                 | Doha                                                                               |                 |
| <b>Shipping Method:</b>                                                           |                                                                                                        |                 | Road Express                                                                       |                 |

| Qty                                                                                    | Product Description   | Unit price                 | Amount in QR |
|----------------------------------------------------------------------------------------|-----------------------|----------------------------|--------------|
| 60                                                                                     | A4 Bond Paper - White | 15                         |              |
| 58                                                                                     | Lever Arch Files      | 3                          |              |
| 35                                                                                     | 3 Ring Files          | 2                          |              |
| 12                                                                                     | Receipt Books         | 5                          |              |
|                                                                                        |                       | Subtotal:                  |              |
|                                                                                        |                       | Less 4% trade discount     |              |
|                                                                                        |                       | Total after trade discount |              |
|                                                                                        |                       | Less 2% cash discount      |              |
|                                                                                        |                       | Total after cash discount  |              |
| <b>Total Amount in words:</b>                                                          |                       |                            |              |
| Total Amount before multiple discount                                                  |                       |                            |              |
| Multiple discount value (trade+cash)                                                   |                       |                            |              |
| Total Amount after multiple discount                                                   |                       |                            |              |
| Multiple discount rate                                                                 |                       |                            |              |
| <b>Notes:</b> Goods to be delivered by Doha Express Couriers as requested by customer. |                       |                            |              |

## Activity No. 2

Read the following invoice and then complete spaces.

|                                                                                   |                                                                     |                 |                                                                  |  |
|-----------------------------------------------------------------------------------|---------------------------------------------------------------------|-----------------|------------------------------------------------------------------|--|
|  | <b>QCSS Stationery Supplies</b>                                     |                 | <b>INVOICE</b>                                                   |  |
|                                                                                   | 1234 Al Fundaq Road<br>Al Sadd<br>www.qfcbe.com.qa<br>Tel: 33678912 |                 | <b>Invoice Number:</b> B6554<br><b>Invoice Date:</b> 20 Feb 2013 |  |
|                                                                                   | <b>Customer information</b>                                         |                 |                                                                  |  |
|                                                                                   | <b>Billing address</b>                                              |                 | <b>Shipping Address</b>                                          |  |
| <b>Company:</b>                                                                   | Al Jassim Group                                                     | <b>Company:</b> | Al Jassim Group                                                  |  |
| <b>ABN:</b>                                                                       | 444 555 666 11                                                      | <b>ABN:</b>     | 444 555 666 11                                                   |  |
| <b>Name:</b>                                                                      | Mr Peter Williams                                                   | <b>Name:</b>    | Mr Peter Williams                                                |  |
| <b>Address:</b>                                                                   | PO Box 7123                                                         | <b>Address:</b> | 556 Salwa Road                                                   |  |
|                                                                                   | Doha                                                                |                 | Abu Hamour                                                       |  |
|                                                                                   |                                                                     |                 | Doha                                                             |  |
| <b>Shipping Method:</b>                                                           |                                                                     |                 | Road Express                                                     |  |

| Qty                                                                                     | Product Description | Unit price                 | Amount in QR |
|-----------------------------------------------------------------------------------------|---------------------|----------------------------|--------------|
| 130                                                                                     | Note Book           | 15                         |              |
| 80                                                                                      | Red Pen             | 6                          |              |
| 25                                                                                      | Compass             | 9                          |              |
| 40                                                                                      | HP ink toner        | 56                         |              |
|                                                                                         |                     | Subtotal:                  |              |
|                                                                                         |                     | Less 1.5% trade discount   |              |
|                                                                                         |                     | Total after trade discount |              |
|                                                                                         |                     | Less 3.25% cash discount   |              |
|                                                                                         |                     | Total after cash discount  |              |
| <b>Total Amount in words:</b>                                                           |                     |                            |              |
| Total Amount before multiple discount                                                   |                     |                            |              |
| Multiple discount value (trade+cash)                                                    |                     |                            |              |
| Total Amount after multiple discount                                                    |                     |                            |              |
| Multiple discount rate                                                                  |                     |                            |              |
| <b>Notes:</b> Goods to be delivered by J & M Express Couriers as requested by customer. |                     |                            |              |

### Activity No. 3

Read the following invoice and then complete spaces.

|                                                                                   |                                                                     |                 |                                                                  |  |
|-----------------------------------------------------------------------------------|---------------------------------------------------------------------|-----------------|------------------------------------------------------------------|--|
|  | <b>QCSS Stationery Supplies</b>                                     |                 | <b>INVOICE</b>                                                   |  |
|                                                                                   | 1234 Al Fundaq Road<br>Al Sadd<br>www.qfcbe.com.qa<br>Tel: 33678912 |                 | <b>Invoice Number:</b> B6554<br><b>Invoice Date:</b> 20 Feb 2013 |  |
|                                                                                   | <b>Customer information</b>                                         |                 |                                                                  |  |
|                                                                                   | <b>Billing address</b>                                              |                 | <b>Shipping Address:</b>                                         |  |
| <b>Company:</b>                                                                   | Al Jassim Group                                                     | <b>Company:</b> | Al Jassim Group                                                  |  |
| <b>ABN:</b>                                                                       | 444 555 666 11                                                      | <b>ABN:</b>     | 444 555 666 11                                                   |  |
| <b>Name:</b>                                                                      | Mr Peter Williams                                                   | <b>Name:</b>    | Mr Peter Williams                                                |  |
| <b>Address:</b>                                                                   | PO Box 7123                                                         | <b>Address:</b> | 556 Salwa Road                                                   |  |
|                                                                                   | Doha                                                                |                 | Abu Hamour                                                       |  |
|                                                                                   |                                                                     |                 | Doha                                                             |  |
| <b>Shipping Method:</b>                                                           |                                                                     |                 | Road Express                                                     |  |

| Qty                                                                              | Product Description | Unit price                | Trade Discount | Amount after Trade Discount |
|----------------------------------------------------------------------------------|---------------------|---------------------------|----------------|-----------------------------|
| 13                                                                               | Note Book           | 7                         | 1.0%           |                             |
| 40                                                                               | Red Pen             | 2                         | 1.5%           |                             |
| 23                                                                               | Compass             | 11                        | 3.5%           |                             |
| 48                                                                               | HP ink toner        | 25                        | 5.0%           |                             |
|                                                                                  |                     | Subtotal:                 |                |                             |
|                                                                                  |                     | Less 2% cash discount     |                |                             |
|                                                                                  |                     | Total after cash discount |                |                             |
| Total Amount in words:                                                           |                     |                           |                |                             |
| Total Amount before multiple discount                                            |                     |                           |                |                             |
| Multiple discount value (trade+cash)                                             |                     |                           |                |                             |
| Total Amount after multiple discount                                             |                     |                           |                |                             |
| Multiple discount rate                                                           |                     |                           |                |                             |
| Notes: Goods to be delivered by J & M Express Couriers as requested by customer. |                     |                           |                |                             |

## Activity No. 4

Read the following invoice and then complete spaces.

|                                                                                   |                                                                     |                 |                                                                  |  |
|-----------------------------------------------------------------------------------|---------------------------------------------------------------------|-----------------|------------------------------------------------------------------|--|
|  | <b>QCSS Stationery Supplies</b>                                     |                 | <b>INVOICE</b>                                                   |  |
|                                                                                   | 1234 Al Fundaq Road<br>Al Sadd<br>www.qfcbe.com.qa<br>Tel: 33678912 |                 | <b>Invoice Number:</b> B6554<br><b>Invoice Date:</b> 20 Feb 2013 |  |
|                                                                                   | <b>Customer information</b>                                         |                 |                                                                  |  |
|                                                                                   | <b>Billing address</b>                                              |                 | <b>Shipping Address</b>                                          |  |
| <b>Company:</b>                                                                   | Al Jassim Group                                                     | <b>Company:</b> | Al Jassim Group                                                  |  |
| <b>ABN:</b>                                                                       | 444 555 666 11                                                      | <b>ABN:</b>     | 444 555 666 11                                                   |  |
| <b>Name:</b>                                                                      | Mr Peter Williams                                                   | <b>Name:</b>    | Mr Peter Williams                                                |  |
| <b>Address:</b>                                                                   | PO Box 7123                                                         | <b>Address:</b> | 556 Salwa Road                                                   |  |
|                                                                                   | Doha                                                                |                 | Abu Hamour                                                       |  |
|                                                                                   |                                                                     |                 | Doha                                                             |  |
| <b>Shipping Method:</b>                                                           |                                                                     |                 | Road Express                                                     |  |

| Qty                                                                              | Product Description | Unit price                | Trade Discount | Amount after Trade Discount |
|----------------------------------------------------------------------------------|---------------------|---------------------------|----------------|-----------------------------|
| 10                                                                               | Note Book           | 6                         | 2.00%          |                             |
| 45                                                                               | Red Pen             | 4                         | 1.25%          |                             |
| 83                                                                               | Compass             | 15                        | 3.00%          |                             |
| 15                                                                               | HP ink toner        | 35                        | 2.50%          |                             |
|                                                                                  |                     | Subtotal:                 |                |                             |
|                                                                                  |                     | Less 4% cash discount     |                |                             |
|                                                                                  |                     | Total after cash discount |                |                             |
| Total Amount in words:                                                           |                     |                           |                |                             |
| Total Amount before multiple discount                                            |                     |                           |                |                             |
| Multiple discount value (trade+cash)                                             |                     |                           |                |                             |
| Total Amount after multiple discount                                             |                     |                           |                |                             |
| Multiple discount rate                                                           |                     |                           |                |                             |
| Notes: Goods to be delivered by J & M Express Couriers as requested by customer. |                     |                           |                |                             |



## Test Your Knowledge and Skills



### Activity No. 1

**What is the equation used to calculate the trade discount?**

- a. Trade Discount = List Price + Discount Rate
- b. Trade Discount = List Price - Discount Rate
- c. Trade Discount = List Price  $\times$  Discount Rate
- d. Trade Discount = List Price  $\div$  Discount Rate

### Activity No. 2

**What is the equation used to calculate the Price after Trade Discount?**

- a. Price after Trade Discount = List Price (1 + Discount Rate)
- b. Price after Trade Discount  $\times$  List Price = 1 – Discount Rate
- c. Price after Trade Discount + List Price = 1 – Discount Rate
- d. Price after Trade Discount = List Price (1 – Discount Rate)

### Activity No. 3

**What does “5/30” mean?**

- a. A cash discount of 5% if the customer pays in 30 days.
- b. A cash discount of 30% if the customer pays in 5 days.
- c. A trade discount of 5% if the customer pays in 30 days.
- d. None of the above.

#### Activity No. 4

If the list price of Samsung Galaxy S4 is QR 2600, but the Doha Agency for hi-tech gives 7% discount to the retailer, what is the trade discount value and the net price?

#### Activity No. 5

If the list price of iPhone 5 is QR 3000, but the Doha Agency for hi-tech gives 5% discount to the retailer, what is the trade discount value and the net price?

## Activity No. 6

**Aldelemy&Faraj** have a wholesaler company which trades in Laptops. If the factory price of Toshiba Laptop is QR 4500. If the discount Rate % given from Toshiba to the **wholesaler company is 6%. Calculate:**

- The discount value for one unit.
- The net price for one unit.
- The total value of discount for 1500 units sold.
- The total value of sales for 1500 units sold.



## Activity No. 7

Alkarbi & Alkaabi have a Showroom that sells Toyota Land Cruiser. The company list price for each car is QR 290,000, but to get rid of 2013 storage they give 3% discount for every customer. Calculate:

- The discount value for one unit.
- The net price for one unit.
- The total value of discount for 104 units sold.
- The total value of sales for 104 units sold.



## Activity No. 8

Rajaa& Alkebasy have a travel agency company that organizes overseas trips around the world. The trip list price to Malaysia is QR 11000/ person. However, in November 2012, the manager decided to give 10% trade discount for groups over 20 person, and 15% discount for groups over 30 person. Calculate the trade discount value and the net price for tourist group of 33 people.

### Activity No. 9

Rajaa& Alkebasy have a travel agency company that organizes overseas trips around the world. The trip list price to Malaysia is QR 7000/ person. However, in November 2012, the manager decided to give 7.5% trade discount for groups over 40 person, and 10% discount for groups over 60 person. Calculate the trade discount value and the net price for a group of 50 people and a group of 70 people?

### Activity No. 10

Wholesale Plumbing Supplies gives a trade discount of 15/30 to plumbers. How much would Fred's Plumbing Services pay for a solar water service listed at \$1,549 if he pays in 26 days?

### Activity No. 11

The list price of a calculator is \$75 and the student discount offered is 18/45. Find the net price if the invoice paid in 38 days.

## Activity No. 12

Your statement gives the following terms: 3/45. The balance you need to pay for 20 days is \$447.20. How

## Activity No. 13

Read the following invoice and then complete spaces.

|                                                                                   |                                                                                                        |                 |                                                                                    |                 |
|-----------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|-----------------|------------------------------------------------------------------------------------|-----------------|
|  | <b>QCSS Stationery Supplies</b><br>1234 Al Fundaq Road<br>Al Sadd<br>www.qfcbe.com.qa<br>Tel: 33678912 |                 | <b>INVOICE</b><br><b>Invoice Number:</b> B6554<br><b>Invoice Date:</b> 20 Feb 2013 |                 |
|                                                                                   | <b>Customer information</b>                                                                            |                 |                                                                                    |                 |
|                                                                                   | <b>Billing address</b>                                                                                 |                 | <b>Shipping Address</b>                                                            |                 |
|                                                                                   | <b>Company:</b>                                                                                        | Al Jassim Group | <b>Company:</b>                                                                    | Al Jassim Group |
| <b>ABN:</b>                                                                       | 444 555 666 11                                                                                         | <b>ABN:</b>     | 444 555 666 11                                                                     |                 |
| <b>Name:</b>                                                                      | Mr Peter Williams                                                                                      | <b>Name:</b>    | Mr Peter Williams                                                                  |                 |
| <b>Address:</b>                                                                   | PO Box 7123                                                                                            | <b>Address:</b> | 556 Salwa Road                                                                     |                 |
|                                                                                   | Doha                                                                                                   |                 | Abu Hamour                                                                         |                 |
|                                                                                   |                                                                                                        |                 | Doha                                                                               |                 |
| <b>Shipping Method:</b>                                                           |                                                                                                        |                 | Road Express                                                                       |                 |

| Qty                                                                              | Product Description | Unit price                | Trade Discount | Amount after Trade Discount |
|----------------------------------------------------------------------------------|---------------------|---------------------------|----------------|-----------------------------|
| 13                                                                               | Note Book           | 7                         | 1.0%           |                             |
| 40                                                                               | Red Pen             | 2                         | 1.5%           |                             |
| 23                                                                               | Compass             | 11                        | 3.5%           |                             |
| 48                                                                               | HP ink toner        | 25                        | 5.0%           |                             |
|                                                                                  |                     | Subtotal:                 |                |                             |
|                                                                                  |                     | Less 2% cash discount     |                |                             |
|                                                                                  |                     | Total after cash discount |                |                             |
| Total Amount in words:                                                           |                     |                           |                |                             |
| Total Amount before multiple discount                                            |                     |                           |                |                             |
| Multiple discount value (trade+cash)                                             |                     |                           |                |                             |
| Total Amount after multiple discount                                             |                     |                           |                |                             |
| Multiple discount rate                                                           |                     |                           |                |                             |
| Notes: Goods to be delivered by J & M Express Couriers as requested by customer. |                     |                           |                |                             |

## Activity No. 14

Read the following invoice and then complete spaces.

|                                                                                   |                                                                     |                 |                                                                  |  |
|-----------------------------------------------------------------------------------|---------------------------------------------------------------------|-----------------|------------------------------------------------------------------|--|
|  | <b>QCSS Stationery Supplies</b>                                     |                 | <b>INVOICE</b>                                                   |  |
|                                                                                   | 1234 Al Fundaq Road<br>Al Sadd<br>www.qfcbe.com.qa<br>Tel: 33678912 |                 | <b>Invoice Number:</b> B6554<br><b>Invoice Date:</b> 20 Feb 2013 |  |
|                                                                                   | <b>Customer information</b>                                         |                 |                                                                  |  |
|                                                                                   | <b>Billing address</b>                                              |                 | <b>Shipping Address</b>                                          |  |
| <b>Company:</b>                                                                   | Al Jassim Group                                                     | <b>Company:</b> | Al Jassim Group                                                  |  |
| <b>ABN:</b>                                                                       | 444 555 666 11                                                      | <b>ABN:</b>     | 444 555 666 11                                                   |  |
| <b>Name:</b>                                                                      | Mr Peter Williams                                                   | <b>Name:</b>    | Mr Peter Williams                                                |  |
| <b>Address:</b>                                                                   | PO Box 7123                                                         | <b>Address:</b> | 556 Salwa Road                                                   |  |
|                                                                                   | Doha                                                                |                 | Abu Hamour                                                       |  |
|                                                                                   |                                                                     |                 | Doha                                                             |  |
| <b>Shipping Method:</b>                                                           |                                                                     |                 | Road Express                                                     |  |

| Qty                                                                              | Product Description | Unit price                | Trade Discount | Amount after Trade Discount |
|----------------------------------------------------------------------------------|---------------------|---------------------------|----------------|-----------------------------|
| 10                                                                               | Note Book           | 6                         | 2.00%          |                             |
| 45                                                                               | Red Pen             | 4                         | 1.25%          |                             |
| 83                                                                               | Compass             | 15                        | 3.00%          |                             |
| 15                                                                               | HP ink toner        | 35                        | 2.50%          |                             |
|                                                                                  |                     | Subtotal:                 |                |                             |
|                                                                                  |                     | Less 4% cash discount     |                |                             |
|                                                                                  |                     | Total after cash discount |                |                             |
| Total Amount in words:                                                           |                     |                           |                |                             |
| Total Amount before multiple discount                                            |                     |                           |                |                             |
| Multiple discount value (trade+cash)                                             |                     |                           |                |                             |
| Total Amount after multiple discount                                             |                     |                           |                |                             |
| Multiple discount rate                                                           |                     |                           |                |                             |
| Notes: Goods to be delivered by J & M Express Couriers as requested by customer. |                     |                           |                |                             |



# Grade 10

Financial Calculations

الرياضيات المالية

• Semester 1 & 2