ICPAR
Unlimited possibilities

CERTIFIED PUBLIC ACCOUNTANT

FOUNDATION LEVEL 1 EXAMINATION

DATE: MONDAY 21, AUGUST 2023

MARKING GUIDE & MODEL ANSWERS

F1.4: BUSINESS MANAGEMENT, ETHICS AND

ENTREPRENEURSHIP

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QUESTION ONE

Marking guide

Qn	Description	Marks
a)	Award 1 Mark for each correct factor enabling	g e-commerce stated st2023 iCPARAUGUST2023 iCPARA g e-commerce stated st2023 iCPARAUGUST2023 iCPA
3 ICPA	ARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPA ARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPA	RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA
b) PA	Award 1 Mark for each correct challenge st	ated and 1 Mark for each challenge 10
3 ICPA	Relearly explained. GUST2023 ICPARAUGUST2023 ICPAR	RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA
3 ICPA 3 ICPA	At least 5 challenges should be stated and exp	kaugus 12023 icparaugus 12023 icparaugus 12023 icpara blained 12023 icparaugus 12023 icparaugus 12023 icpara
3 ICPA	ARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPA ARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPA	RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA
3 ICPA	Award 1 Mark for each correct advice provid	RAJGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA ed: Gust2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA
3 ICPA 3 ICPA	At least 5 advices should be given.	RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA
3 ICPA	RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPA	RAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARA

General guide: Markers are advised to consider other valid points provided by candidates that are not necessarily given in the model answers.

Total Marks: 20

Model answers

a) Factors enabling e-commerce in Rwanda

Government commitment towards digitizing the economy

Government adoption of different laws protecting users of e-commerce like data security law and and control of intellectual property ST2023 ICPARAUGUST2023 IC

Government investment in infrastructure like internet access

High 4G coverage in Rwanda through expansion of 4G Lines and fiber optic installation

Mobile phone penetration is high

Advancement of online payment methods like Momo Pay

Social media marketing is becoming popular in Rwanda

Digital skills are increasing in Rwanda

b) Challenges of e-commerce in Rwanda

Lack of full information

Users on e-commerce sometimes don't check all the information displayed before clicking on an e-commerce platform. There is limited or no will to have information around governing laws and regulations and eventually e-commerce requires skilled user which limits the update of e-commerce.

Risk of smuggling of prohibited/restricted goods

The supply chain of e-commerce can involve wrongdoers who want to order banned goods.

Challenges related to taxation/customs clearance

Most of the times, users on e-commerce ignore tax implications of their orders online. People are attracted by low process on e-commerce platforms without factoring in tax implications.

F1.4m Araugust2023 icparaugust2023 icparaugust2023 icparaugust2023 icparaugust2023 icparm Page 2 $\,$ of 20 $\,$

Challenges related to transport and logistics

Supply chains logistics are still an issue especially when the postal services are not traceable. The disruption throughout the way especially in the oceans if transported by water. Express couriers are very expensive especially if it will involve air cargo.

Lack of trust

There is an issue of lack of trust for purchasing goods online just seeing a picture on the screen. The traditional physical touch for goods being ordered will still leave a component of trust missing on e-commerce. This goes with experience throughout digitalization.

Online fraud

Sometimes, hackers penetrate in the system and fraud the money of the e-commerce user. It is advised to have strong password while login and log out immediately if you are not using the system.

Bank transfers charges and foreign currency losses

Still bank charges for international transfers accrue to the business ordering goods online. Sometimes the customers will incur foreign currency losses if the goods being ordered and priced in hard currencies like USD.

Lack of local payment processing system

Rwanda does not have its own local payment processing system and hence buyers on e-commerce have to pass through global online payments systems like Paypal.

c) Advice to boost e-commerce uptake in Rwanda

The government and its partners should consider increasing digital ambassadors who will teach or coach citizens how to use digital channels including e-commerce platforms. The ambassadors are also there to support in awareness of e-commerce efforts and related laws and regulations.

Local e-commerce platforms should consider expanding to international scene starting from regional market like east African community.

The government of Rwanda should continue expanding 4G internet access across the country and gradually upgrade this into 5G to enhance internet speed.

The government of Rwanda and its partners should consider subsidizing phones especially smart phones less expensive for low-income earners. 3 ICPARAUGUST2023 ICPARAUGUST2023

The government of Rwanda should continue creating a trusted legal framework to digital firms to operate e-commerce in Rwanda. This goes with updating laws and regulations to reflect today's digitalized world.

To boost trust, the government should reinforce the law and punish cybercrimes doers. This include cross-border crimes. When some users lose their money on online platforms, they lose confidence on the use of e-commerce.

QUESTION TWO

Marking guides ICPARA

Qn Description Marks 3 ICPARAUGUST2023 ICPARAU

- a) Award 1 Mark for each correct strength, weakness, opportunity and threat identified. At least 10 points should be identified in strengths, weaknesses, opportunities, and threats.
- b) Award 0.5 Mark for each correct risk identified, award 0.5 Mark for each correct level of risk assessment done and 1 Mark for each correct risk mitigation identified.

General guide: Markers are advised to consider other points provided by candidates but are not given in the model answers, which may also be correct.

Total Marks: 20

Model answers

2.a) SWOT Analysis

Strengths

Well capitalized company with all cash invested by share holdersparauous company with all cash invested by share holdersparauous control of the capitalized company with all cash invested by share holdersparauous control of the capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested by share holdersparauous capitalized company with all cash invested capitalized company with all cash invested capitalized capit

Shareholders retain their earnings into the company for growth and expansion

The suitable location

The business seems to be improving

Well experienced management and board of directors

Supplies are well available in the market

Reputable clients and suppliers

Speedy and reliable customer service

Weaknesses

No up-to-date system for handling inventory

No experience of accounting for site technician

No experience of accounting for top management/directors

Opportunities

The market potential for growth is significant

Untapped market for small scale clients

Availability of strong commercial banks to execute foreign currency contracts

Availability of workforce

Threats

Potential risk for commercial construction sector.

Competition, there is no assessment of competition threats.

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Sector concentration, the company is involved in construction sector which may be affected by economy downturns and hence U-Build maybe affected heavily. PARAUGUST 2023 ICPARAUGUST 2023 ICPARAU

Customer concentration, the company depends on one client over 30% of sales. Importing supplies from abroad, international supply chains are prone to risks.

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2028 2023 2023	Market risk 23 icparaugust 2023	Partially mitigated UGUS	Assessment of competitive threat is needed. UST2023 ICPARAUGUST2023 ICPARAUG
2023 2023 2023 2023 2023 2023	i Social and ethics risk Gust 2023 i CPARAUGUST 2023 i CPARAUGUST 2023	ICINO evidence ICPARAUGU: ICINO evidence ICPARAUGU: ICPARAUGUST2023 ICPARAUGU: ICPARAUGUST2023 ICPARAUGU: ICPARAUGUST2023 ICPARAUGU: ICPARAUGUST2023 ICPARAUGU: ICPARAUGUST2023 ICPARAUGU:	The company need to assess the social risk and start involving is societal activities around its environment
2023 2023 2023 2023 2023 2023 2023 2023	ICPARAUGUST2023 ICPARAUGUST2023 ICPINANCIAL TISK, ICPARAUGUST2023	ICPARAUGUST2023 ICPARAUGUS ICPARTIAII Y mitigated UUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS	The company needs to negotiate for fewer days for receivables to clear their invoices. The debtor's collection period (90 days) is lower than payables payment period (30) which could affect cash flow.
2023 2023 2023 2023	Political risk 3 icparaugust2023 icparaugust2023 icparaugust2023 icparaugust2023 icparaugust2023 icparaugust2023 icparaugust2023	Fully mitigated araugus icparaugust2023 icparaugus icparaugust2023 icparaugus	Rwanda is a politically and economically stable country.
2025 2023 2023 2023 2023 2023 2023 2023	ICARAUGUST2023 ICPARAUGUST2023	ICIPARTIALLY TOUT GATER UGUS ICIPARAUGUST 2023 ICPARAUGUS ICPARAUGUST 2023 ICPARAUGUS	The company need to diversify its clients. The majority of its sales are originated from one person. The company's sales are seasonal and attract seasonal recruitment. The company needs to look for recurring clients throughout the year.
2023 2023 2023 2023 2023 2023 2023 2023	ICPARAUGUST2023 ICPARAUGUST2023 ICManagement riskaraugust2023 ICPARAUGUST2023	ICPARAUGUS 12023 ICPARAUGUS ICIFULLY Mitigated ARAUGUS ICPARAUGUS 12923 ICPARAUGUS ICPARAUGUS 12023 ICPARAUGUS	The Acompany's Amanagement Pand Street Board of directors are competent and Street Expanding to the Acoustic Parallel Street Expanding to the Acoustic Paral
2023 2023 2023 2023 2023 2023 2023	IGPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST202	ICPARAUGUST2023 ICPARAUGUS	The company depends on temporary workers. The company should minimize dependency on temporary workers.
2023 2023 2023 2023 2023 2023 2023	ICPARAUGUST2023 ICPARAUGUST2023 IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	ICI Partially mitigated ugus ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS	The company needs to upgrade its inventory management system. It has to put in place accounting system to support in financial reporting.
2023 2023 2023 2023 2023 2023 2023 2023	ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023	ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS ICPARAUGUST2023 ICPARAUGUS	The site technicians handle a couple of tasks including construction tasks and inventory and cash management tasks which are conflicting tasks. This can give a room for fraud.

10 Foreign currency risk sust2023 icparaugust2023 icparaugust2

CPARAUGUST 2023 ICPARAUGUST 2023 ICPARAUGUST 2023 ICPARAUGUST 2023 Strengthening its legal and compliance (CPARAUGUST 2023 ICPARAUGUST 2023 IC

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QUESTION THREE

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3 ICPA 3 a) PA	Paraugust2023 icparaugust2023 icparaugust2023 icparaugust2023 icparaugust2023 i Par Channels of communication august2023 icparaugust2023 icparaugust2023 icparaugust2023 i	ICPARAUGUST2023 ICPARAU ICPARAUGUST2023 ICPARAU
3 ICPA 3 ICPA	$p_{ m ARA}$ is a reparation of the communication stated (award $1{ m mark}$) and it reparation stated (award $1{ m mark}$) and it reparation stated (award $1{ m mark}$) and it reparation stated (award $1{ m mark}$) and it reparation stated (award $1{ m mark}$) and it reparations the communication stated (award $1{ m mark}$) and it reparations are stated as the communication of the communication stated (award $1{ m mark}$) and it is a second communication stated (award $1{ m mark}$)	CPARAUGUST2023 ICPARAU CPARAUGUST2023 ICPARAU
3 ICPA	Award 2 Marks for 2 advantages well stated.	CPARAUGUST2023 ICPARAU
3 ICPA	Award 2 Marks for 2 disadvantages well stated	CPARAUGUST2023 ICPARAU
3 ICPA	PAR 2 nd channel of communication stated (award 1 mark) ²⁰²³ ICPARAUGUST2023	CPARAUGUST2023 ICPAR/5
3 ICPA 3 ICPA	Paraugust 2023 icparaugust 2023 icparaug	CPARAUGUST2023 ICPARAU CPARAUGUST2023 ICPARAU
3 ICPA 3 ICPA 3 ICPA	Paraugust7023 ICPARAUGUST2023	CPARAUGUST2023 ICPARAU CPARAUGUST2023 ICPARAU CPARAUGUST2023 ICPARAU
3 b) A	Award 2 Marks for each challenges well identified and explained (a	${ m tpleast}_{ m G} { m 5}_{ m ST2023} { m icpara}$
3 ICPA 3 ICPA	Challenges should be given and explained) ARAUGUST 2023 ICPARAUGUST 2023 ARAUGUST 2023 ICPARAUGUST 2023	CPARAUGUST2023 ICPARAU CPARAUGUST2023 ICPARAU
3 ICPA 3 ICPA 3 ICPA	Paraugust2023 ICPARAUgust2023	CPARAUGUST2023 ICPARAU CPARAUGUST2023 ICPARAU Vided u byst2023 ICPARAU
3 ICPA 3 ICPA	Paraugust 2023 (Cparaugust 2023 ICparaugust 2023 ICparaug	COLD ATTOTION OO OO TODAY DATE

Total Marks: 20

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Channels of communication i) Face-to-face communication

Advantages of face-to-face communications

The face-to-face communication has the highest information richness because the communicator and audience can exchange ideas.

The face-to-face communication provides instant feedback. The communicator or audience can ask further questions to seek clarifications instantly.

The face-to-face communication takes advantage of using both verbal and nonverbal signals

The management by wandering around takes advantage of informal talks with employees

The face-to-face communication helps to emphasize key message with the tone of voice or repeating the message of the control o

Disadvantages of face-to-face communications craraud

High costs if they are conducted physically. The costs involve transport costs of teams travelling from one place to meeting venue.

Delays, sometime face to face communications require to travel from one place to another and hence causing some delays of some team members due to challenges in transport

Some team members can shout or bring stress in the conversations

Conflicts among team members can interfere the communication

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ii) Video calls/video conference

Advantages of video conference

Video conference reduces transport costs and time

Video conference also provides instant feedback. The communicator or audience can ask further questions to seek clarifications instantly.

Video call also takes advantage of using both verbal and nonverbal signals

Important message can be emphasized with tone of voice or repeating the message over and over.

Video call can be recorded for future reference

Disadvantages of video conference

Can't make proper eye contact

Internet connection interruptions

Dependability on software and hardware

Noise arising from the background

Doing a call at home with other home affairs (like doing a call with no professional attire)

iii) Written communication

Advantages of written communication

Written communication is convenient for official communications like memo, circulars or office steparaugust 2023 icparaugust 2023 icparaugust

Written communications are filed for future reference

Written communication can be used in court as an evidence

Disadvantages of written communication

Written communication is not suitable if the audience is not literate

Written communication has a lower richness than verbal form of communication

Written communication can be wrongly interpreted by the audience

iv) Email

Advantages of e-mail

Email correspondence is easy and convenient

Flexible response time. You can send or respond emails whenever you want

Email correspondence can send attachments

You can have mailing trail

Disadvantages of e-mail

Emails can be wrongly sent or with a wrong destination or attachment

Spam

It is hard to know the exact tone of the message

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3.b) Challenges of shifting from physical meetings to online meetings

i) Fear of change

The emergence of online meetings has brought up fear to adopters especially old work age. The ICPARAUGUST2023 ICPARAUGUST2023

ii) Failure to communicate

Failure to disseminate information on the change is key problem on the driver to people's mentality to accept the change.

iii) Resistance to change

The resistance to change comes in because of attachments to traditional way of presentations. Expanded States and the state of traditional way of presentations. Physical meeting presentation absorbs the benefits of direct communication 223 ICPARAUGUST 2023 ICPA

iv) Failure to train staff

The online meetings require digital skills of which many of the users do not have. Failure to upskills employees on current trends on online meetings remain a challenge to many institutions to embrace these changes.

v) Lack of resources

Online meetings presentations require hardware and software resources. The resources require financial investment and if one side, say hardware is not working the whole meeting is affected.

vi) Leadership not aligned

There is a challenge of top leaders who don't understand how online presentations can still yield the same results as physical meeting results. If leadership is not aligned, the whole transition process will be challenged.

vii) Unclear vision

If there is determinated vision for digitalized way of communication, it going to have effect on the adoption of online meetings presentation. The purpose of the shift made should be clear and well explained to employees or other stakeholders

QUESTION FOUR

Qr	n Marking guide	Marks
23 IC.	CPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023	3 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST
	CPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023	
² a)	Award 1 Mark for each correct driver of amalgamation	identified and 1 Mark for
23 IC	correct explanations given (5 maximum drivers)	3 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST 3 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST
23 IC	CPARAUGUST 2023 ICPARAUGUST 2023 ICPARAUGUST 2023 ICPARAUGUST 2023	3 ICPARAUGUST 2023 ICPARAUGUST 2023 ICPARAUGUS

b) PAR 1st form of amalgamation

Award 1 Mark for each correct form of amalgamation stated Award 2 Marks for 2 advantages well stated Award 2 Mark for 2 disadvantages well stated

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2nd form of amalgamation

August 2023 icparaugust 2023 icparaugust

Award 2 Marks for 2 advantages well stated

Award 2 Mark for 2 disadvantages well stated

General guide: Markers are advised to consider other points provided by Candidates but are not given in the model answers, which may also be correct.

Total Marks 20

Model answers

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3 ICP Drivers 2023 ICPARAUGUST 2023 IC	Explanations CPARAUGUST 2023 ICPARAUGUST
3 ICPARAUGUST2023 ICPARAUGUST2023 IC 3 ICPARAUGUST2023 ICPARAUGUST2023 IC 3 ICP resources 023 ICPARAUGUST2023 IC 3 ICPARAUGUST2023 ICPARAUGUST2023 IC 3 ICPARAUGUST2023	Amalgamations can be used by a company to merge or acquire or integrate with another company to leverage on financial and other resources achieved.
3 IC2 To eliminate competition 23 IC 3 ICPARAUGUST2023 ICPARAUGUST2023 IC 3 ICPARAUGUST2023 ICPARAUGUST2023 IC 3 ICPARAUGUST2023 ICPARAUGUS	Amalgamations help to eliminate unhealthy competitions. Suppose companies serving a particular segment of consumers may merge to form one company to serve better those clients.
BICARAUGUSI 2023 ICPARAUGUSI 2023 IC BICARAUGUST2023 ICPARAUGUST2023 IC BICPARAUGUST2023 ICPARAUGUST2023 IC BICPARAUGUST2023 ICPARAUGUST2023 IC BICPARAUGUST2023 ICPARAUGUST2023 IC	Amalgamations help to set operations in tax jurisdictions that tax free or less tat burden and hence can be used as a form of tax planning strategy.
4 Economies of large-scale 23 ICP operations 23 ICPARAUGUST 2023 ICPARAUGU	Amalgamations help to leverage on heavy brands. For example, on franchise, a business may acquire franchise license to absorb benefits already owned by the franchiser.
BICS Increase in shareholders ² 023 IC BICPARAUGUST2023 ICPARAUGUST2023 IC BICP value UST2023 ICPARAUGUST2023 IC BICPARAUGUST2023 ICPARAUGUST2023 IC	Amalgamations help to increase shareholders value through acquiring a company that will increase the value of their shares. A company may diversify its business and use amalgamation as
B IC ODIVEISHICAUOH ARAUGUST 2023 IC B ICPARAUGUST 2023 ICPARAUGUST 2023 IC B ICPARAUGUST 2023 ICPARAUGUST 2023 IC	a strategy to enter new products and or markets.
BICA Managerial effectiveness 123 IC BICA Managerial effectiveness 123 IC BICARAUGUST 2023 ICPARAUGUST 2023 IC BICARAUGUST 2023 ICPARAUGUST 2023 IC	Amalgamation can happen to absorb management expertise of another company.
8 Growth and profitability 23 IC BICPARAUGUST 2023 IC PARAUGUST 20	Amalgamation increases high potential for profitability and CPAR growth. T2023 ICPARAUGUST2023
BICPARAUGUST2023 ICPARAUGUST2023 ICB ICPARAUGUST2023 ICPARAUGU	Amalgamation can be used as an entry strategy which is very hard to tap into in sectors with heavy barriers to entry. Through merger, acquisition or franchise, the acquirer/franchiser can involve a company of their interest.
3 10 Cost minimizațion UGUST 2023 IC 3 10 ARAUGUST 2023 ICPARAUGUST 2023 IC 3 ICPARAUGUST 2023 ICPARAUGUST 2023 IC 3 ICPARAUGUST 2023 ICPARAUGUST 2023 IC 3 ICPARAUGUST 2023 ICP	Amalgamations help to minimize costs since employees of one company can still run the 2 companies combined at the same efficiency or effectiveness.
3 I Paraugus 12023 i CPARAUGUS 12023 i C 3 I Paraugus 12023 i CPARAUGUS 12023 i C 3 i CPARAUGUS 12023 i CPARAUGUS 12023 i C 3 i CPARAUGUS 12023 i CPARAUG	Through amalgamation, a group company may combine subsidiaries in the same stage of production to minimize number of group's subsidiaries.

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Q4.b) Forms of amalgamations

i) Franchise

Franchise is a form of amalgamation whereby the franchiser licenses the rights to its name operating procedures, designs and business expertise to another business called franchisees.

Advantages of franchise

No industry experience is required

With franchise you can operate business without or with limited experience in the industry.

Less risky

With a franchise you operate a business that is already existing and it is less risky than starting up a new business. ICPARAUGUST2023 ICPARAU

High profitability

Through franchise, there is high chance of maximizing profits since a business is already existing.

Leveraging on franchiser's brand awareness and client base

Franchise brings about branch awareness to the clients who are already linked to a certain client base.

Franchisors provide support

A franchisor provides support to the franchisee to run the business. This helps the franchisee to leverage on the technicalities accrued at franchisor.

Disadvantages of franchise

Franchise is expensive

Franchisor always charges a franchise fee which can be relatively expensive due to heavy brands.

Franchise rights maybe stopped

Franchise contract can be stopped any time and hence disturbing your business.

Franchise limits creativity and innovation

Franchise contract hinders business to innovate existing products. The franchisor only has the sole and ultimate right to innovate existing products.

Lack of privacy of franchisee

The franchisee is requested to share financial information to the franchisee. Sometimes the franchise fees are calculated based on the level of economic activity of the company and hence shares information to the franchisor.

ii) Mergers

Mergers is when two companies or more companies join. It involves the total absorption of a target firm by the acquirer. As a result, one firm ceases to exist and only the new firm (acquirer) remains.

Advantages of mergers

Increases market share

Merging one company to another helps to merge clients of the companies and hence increasing the market share the new company will be serving. ICPARAUGUST2023 ICPARAUGUST2023

Reduced operational costs

Merger helps to reduce costs in a way that one team of the merging company can still run the new company merged. This means that it will help the company to minimize the costs.

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Eliminates unnecessary competition

Some companies are serving same category of clients or produce same products. Merging helps to avoid duplication of those companies and hence merging forces to serve same clients.

Taping into a new geographic area

Through merger once company can be able to serve clients in another location or geographic area.

Prevent closure of unprofitable businesses

Unprofitable venture can be merged with profitable venture to make the business profitable.

Disadvantages of mergers

Unemployment

When a merger occurs, some employees may be laid off and hence causing unemployment

Cost of merging maybe high

Merger procedures involve some lawyers' fees which are sometimes expensive.

Monopoly

Merger can lead to monopoly of which if not well regulated can lead to exploitation of consumers.

Elimination of healthy competition

Merger can lead to elimination of competition. Lack of competition constrains innovation and creativity in the market.

iii) Acquisitions

Acquisition refers to the takeover of one entity by another. An acquisition involves one firm buying only a portion of another firm. The acquisition may happen to acquire assets or a business segment of the other firm.

Advantages of acquisitions

Reduced barrier to market entry

Through acquisition, a company may acquire some shares or assets of another to enter a market without starting up a fresh new company in that market.

Market power

Through acquisition a company can increase its market share and hence increasing its customers base which will eventually lead to increased profitability. ST2023 ICPARAUGUST2023 ICPARAUGUST2

Tax planning

Acquisition of a certain business can be a form of shifting tax liabilities to another jurisdiction and hence reducing tax burden of the acquirer.

Disadvantages of acquisitions

Duplication of staff efforts

In acquisition transactions you can find employees of the acquirer and acquiree doing the same tasks and hence leading to duplication. GUST2023 ICPARAUGUST2023 ICPARAUGUST202

Damaged brand

Sometimes a company may purchase a company which has bad reputation and then affects event the acquirers' strong brand. It requires significant amount of time to revive a brand. August 2023 ICPARAUGUST 2023 ICP

Fraud

The company being acquired may mislead information to inflate the purchase consideration.

Poorly matched businesses

Acquirer may acquire a wrong business which does not fit the purpose of the acquisition.

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QUESTION FIVE

Qn	Marking guide august20231CPARAUGUST20231CPARAUGUST20231CPARAUGUST20231CP	Marks
3 ICPAR	AUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICPARAUGUST2023 ICP AUAUST222 20 IN MARTIGUST2023 IL PIRABI ILSO 2023 ICPARAUGUST2023 ICP	ARAUGUST2023 ICPARAUGUST2023 ICPAR MARALUHUST2023 ICPARALUHUST2023 ICPOR
a) PARA 3 CPARA 3 ICPARA	Award 2 Marks for each level of social responsibility. There are 4 levels of social responsibility.	Stated and explained. ARAUGUS 12023 EPARAUGUS 12023 ICPAR PARAUGUS 12023 ICPARAUGUS 12023 ICPAR
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b) PAR	Award 2 Marks for each correct threat identified and disc	ussed ust2023 ICPARAUGUS12023 IC10
3 ICPARA 23 ICPARA	(Max. 5 threats should be given and discussed) (Max. 5 threats should be given and discussed)	PARAUGUS 12023 ICPARAUGUS 12023 ICPAR PARAUGUS 12023 ICPARAUGUS 12023 ICPAR
3 ICPARA 3 ICPARA	General guide: Markers are advised to consider other	
3 ICPARA 23 ICPARA	candidates but are not given in the model answers, which	may also be correct. GUST2023 ICPAR

Total Marks: 20

Model answers

5. a)

Levels of social responsibility

1 Philanthropic responsibility

The philanthropic responsibility can include things such as funding education programs, supporting health initiatives and supporting the poor.

Philanthropic activities include

Sponsoring community libraries in rural areas

Giving scholarships to poor children

Sponsoring medical insurance to poor families

2 Economic responsibility

The economic responsibility initiatives involve improving the firms's business operation while paraugust 2023 icparaugust 202

Partnership with NGOs to alleviate poverty

To develop some products dedicated to alleviating poverty in rural areas

3 Ethical responsibility

The ethical responsibility encompasses running the business with initiatives that involve providing fair labour practices and fair trade practices.

Ethical spending

Recycling old construction materials

t Having initiative to save climate

Environmental conservation initiative like clean water

4 Legal responsibility

The legal responsibility abides by all laws and government regulations.

Company's commitment to compliance with laws and regulations

Company's commitment to following its policies

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Threats facing accountants continuing engagements with clients

i) Self-interest Threat

The threat that a financial or other interest will inappropriately influence the professional accountant's judgment or behaviour.

For example: the improper use of corporate assets or where an accountancy firm has an undue dependence on one client's fees or enters into a joint venture. 23 ICPARAUGUST 2023 ICPARAUGUST 2023

ii) Self-review threat

The threat that a professional accountant will not appropriately evaluate the results of a previous judgment made or service performed by the professional accountant, or by another individual within the professional accountant's firm or employing organization, on which the accountant will rely when forming a judgment as part of providing a current service.

For example: providing a service for a client that relies on previous results that the individual, firm or another professional carried out—if this situation arises such results should be double checked before proceeding.

iii) Advocacy threat

The threat that a professional accountant will promote a client's or employer's position to the point 23 ICPARAUGUST 2023 ICP

For example: When a professional accountant promotes organizations position with misleading and factually incorrect statements, or where you inappropriately promote shares of a client that you are auditing.

iv) Familiarity threat

The threat that due to a long or close relationship with a client or employer, a professional accountant will be too sympathetic to their interests or too accepting of their work.

For example: becoming too sympathetic to the client's needs and losing objectivity.

v) Intimidation Threat

The threat that a professional accountant will be deterred from acting objectively because of actual or perceived pressures, including attempts to exercise undue influence over the professional accountant.

For example: Where an individual or firm is placed under pressure to act in a certain way or feels.

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QUESTION SIX

Qn	Marking guide Marks	G
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23 ICPARA 2 :a) CPARA	Award 1 Mark for each correct personal quality identified RAUGUST2023 (CPARAUGUST2023) CPARAUGUST2023 (CPARAUGUST2023) (CPARA	JG UG
23 ICPARA	Award 1 Mark for each correct personal quality explained AUGUST 2023 ICPARAUGUST 2023 ICPAR	JG
23 ICPARA		JG
23 ICPARA	(At least 5 personal traits should be identified and explained) GUST2023 ICPARAUGUST2023 ICPAR	HG
23 ICPARA	UGUST 2023 ICPARAUGUST	UG
2 b) PARA	Award 2 Marks for each correct step of market selection identified and well 2023 ICPA 10	JG
23 ICPARA		UG
23 ICPARA	u described paraugust2023 icparaugust2023 icparaugu	JG
23 ICPARA	JGUST2023 ICPARAUGUST2023 ICPA	JG
23 ICPARA	General guide: Markers are advised to consider other points provided by 2023 ICPARA	JG
23 ICPARA		
23 ICPARA	candidates but are not given in the model answers, which may also be correct.	UG
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Total Marks: 20

Model answers

6.a) Personal traits/qualities for self-employment

i) Willingness to take risks

Anyone willing to start their own business should understand that no business is risk free. The entrepreneur should be well prepared to bear consequences that may arise once a business is set up.

ii) Acceptance of uncertainty

Jules should possess a mind of accepting uncertainty. He should be optimistic about the future despite ups and downs in entrepreneurial journey. PARAUGUST 2023 ICPARAUGUST 2023

iii) Social and networking

A successful entrepreneur should be a people's person. The social and networking qualities associate the entrepreneur with many stakeholders especially customers who are the Kings to the success of the business.

iv) Self-discipline

Jules should be self-disciplined enough to invest much time and efforts while starting up its

v) Hardworking

Jules should be a hardworking person to elevate his start up consultancy firm. Hard working is needed especially at starting phase when there is not team to support the entrepreneur.

vi) Passion

Jules should have passion to work for himself. He should love it and dedicate all his will and zeal to achieve his business objectives. PARAUGUST 2023 ICPARAUGUST 2023 ICPARAUG

vii) Energy

A successful entrepreneur should be energetic. Zeal and commitment of the entrepreneur ensure that the entrepreneur never gives up when things go wrong.

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viii) Creativity

A successful entrepreneur should provide creative products. The uniqueness of the products are the ones determining if the business will be sustainable. In the contemporary world of technology, creativity is product design and delivery shape the competitiveness of businesses.

ix) Teamwork

The entrepreneurial journey requires teamwork. Communication skills support in teamwork. Jules should be able to work with other team players in the new start up or effective communication with other stakeholders of the business

x) Listening

Jules should be a listener person. Clients should be understood because they kings of the business. A successful entrepreneur does not follow his own feeling instead following clients' feedback on the delivered products or anticipated demands from clients.

xi) perseverance and persistence

A successful entrepreneur requires a never give up person. Despite challenges and turbulences, Jules should be able to bear the costs and move on meeting his business objectives and goals.

xii) Honesty and integrity

A successful self-employer should be honest to himself and to others. He should do right wherever he or she is.

xiii) Self-confidence

Jules should be self-confident that the journey took towards entrepreneurship is right. The entrepreneur should have confidence in himself/herself so that others will have confidents in deliverables from his or her business.

6.b) Steps for market selection process

i) Determine the objectives or goals of market selection

The first step entails identifying objectives or goals of the business you want to tap into. The objectives will help to identity type of market segment to focus more. The objectives of your business should clear enough to avoid any confusion or ambiguity in selecting the market.

ii) Determine the parameters to be used for market selection

The second step is to lay down parameters to be used when choosing a market to serve. The parameters may include size of the market, barriers to enter that market, benefits and challenges of entering in such a market segment, matching market requirements with company resources, the profitability of the market, and the competition in that market.

iii) Do a preliminary screening of the market

Third step involve screening project identified. Model investigation should be conducted to understand the pros and cons of the market identified. Different tools should be used here to screen markets. Commonly used tools are Strengths, Weaknesses, opportunities and Threats (SWOT), Political, Economic, Social, Technological, Environmental and Legal (PESTEL), etc.

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iv) Do a short list of the best fit

The fourth step is shortlisting of the best fits on the identified markets. The short listing with involve listing down market that match entrepreneurs' passion, zeal, and resources.

v) Evaluate the shortlisted markets and select one or two

The last step is about selection one or two market that the entrepreneur will tap into. At this stage preparatory activities should be undertaken after consulting different stakeholders like lawyers if the entrepreneur needs so. Sometimes, it is better to consult lawyers before taping into a new market.

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20 QUESTION SEVENAUGUST 2023 ICPARAUGUST 2023 ICPARAUGUST

Qn	Marking guide	Marks
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OLVALLU	Award 2 Marks for each task well posted in the wo	120201011111100001202010111111100000120201011
	Award 1 Mark for each opportunity stated. ARAUGUS	
3 ICPAR	Award 1 Mark for each challenge stated. CPARAUGUS	T2023 ICPARAUGUST2023 ICPARAUGUST2023 IC 5

Total Marks:20

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7.a) Work plan for F&A Team members 12023 icparaugust 2023 icparaugust 202

# I	CTASKGUST2023 ICI	Timeline 23	Resources ICPARAUGU	Team responsible	Strategy GUST2023 ICPA
02310	Finance & Acc	counts officer	JCPARAUGUST2023 ICPARAUGU	UST2023 ICPARAUGUST2	023 ICPARAUGUST2023 ICPA
02 7 10 023 10 023 10 023 10 023 10 023 10 023 10	Keeping 2023 ICI ARAUGUST 2023 ICI PARAUGUST 2023 I	Daily UST2023 ARAUGUST2023	Assistance from F&A Assistant, Consultation to F& Manager, computer, internet	F&A Manager UST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2	Preparation of journals Posting journals Checking supporting documents Filing
)	Preparing bank reconciliations ARAUGUST2023 IC	Monthly 2023 ARAUGUST2023	Assistance from F&A Assistant, Consultation to F& Manager, computer, internet, bank statements, trial balance	F&A Manager UST2 S12023 ICPARAUGUST2 ST2023 ICPARAUGUST2	Checking trial balance against bank balance. Checking ledgers against bank statements.
	Preparation of ART USUST 2023 ICI COMPANIA I	Dailý UST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023	Assistance from F&A Assistant, Consultation to F& Manager, computer, internet,	F&A Manager UST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2	Preparation of journals posting journals Checking supporting documents Filing
023 10 023 10 023 10 023 10 023 10 023 10 023 10 023 10	Preparation of taxes and submission to tax authority	Monthly 2023 ARAUGUST 2023	Assistance from F&A Assistant, Consultation to F& Manager, computer, internet,	F&A Manager UST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2	Checking trial balance against bank balance. Checking ledgers against bank statements.
023 I 023 I 023 I 023 I 023 I 023 I 023 I 023 I 023 I	Updating asset register 12023 ICI AND UST 2023 ICI ARAUGUST 2023 ICI	Daily UST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023 ARAUGUST2023	Assistance from F&A Assistant, Consultation to F& Manager, computer, internet,	F&A Manager UST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2 ST2023 ICPARAUGUST2	Checking ledgers against asset register Updating asset details in the asset register

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7.b) Opportunities of artificial intelligence for finance and accounting professional

i) Opportunities

- Helps in data analytics: Artificial intelligence is able to grab a lot of data, process them and provide insights out that for decision make. Artificial intelligence can do this with accuracy and quickly.
- Helps in decision making: Artificial intelligence is able to provide alternative solutions to a given scenario depending on the data input. The work of finance and accounting professional will be on interpretation side of data analytics after artificial intelligence work.
- **Helps in cost savings:** Artificial intelligence can handle big amount of tasks with accuracy in short time. This addresses the issue of cost reduction and hence leading the company in efficiency and effectiveness. Eventually, this will maximize company's profitability.
- Reduce human errors: Currently, artificial intelligence is accurate. When correct data and assumption are input in the software, the outcomes are accurate.
- 2 Helps in automation of repetitive tasks: Artificial intelligence assist in automating routine \$12023 icparaligus; 2023 icparaligus; 20
- Helps in detection of fraud: with advanced data analytics aspects of artificial intelligence, the system is able to identify which transactions are fraudulent and provides alerts to management for action.
- Helps in prevention of fraud: Artificial intelligence follow rules embedded in the systems. As long as the internal control system is well set in the software, the artificial intelligent cannot deviate from pre-set controls. This will assist in preventing fraud.
- 24/7 Service: with artificial intelligence, finance professionals can automate some tasks that could run even during nights. Let's say, the system can run reconciliations overnight and tomorrow morning the accountant may look at the outcome from the system and proceed with further action.

Challenges of artificial intelligence in finance professionals

- Limited skills for data analytics: the current world of artificial intelligence requires high level of data analytics skills to understand the patterns in the data. The current work force is not equipped to explore the opportunities brought by artificial intelligence.
- Traditional skills will not fit new work environment: The artificial intelligence will affect the work of finance professionals since most of finance and accounting professionals are not equipped with the current trends of skills needed in digitalized world.
- 20 Data quality: if artificial intelligence software is loaded with wrong data, it will get out wrong st2023 icparaugust2023 icparaugust2023
- Lack of human flexibility/touch: not every task can be automated. Some tasks require human interaction to relate it to the environment.
- Resistance and fear to change: The majority of finance skills have traditional finance skills and the leaders in finance don't set a tone in adopting artificial intelligence solutions. Some finance and accounting professionals fear that artificial intelligence will overtake their jobs.
- Data privacy: Data privacy is challenge in the artificial intelligence software. Most of artificial intelligence software are acquired from outsiders, the data may be used by the owners of the

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