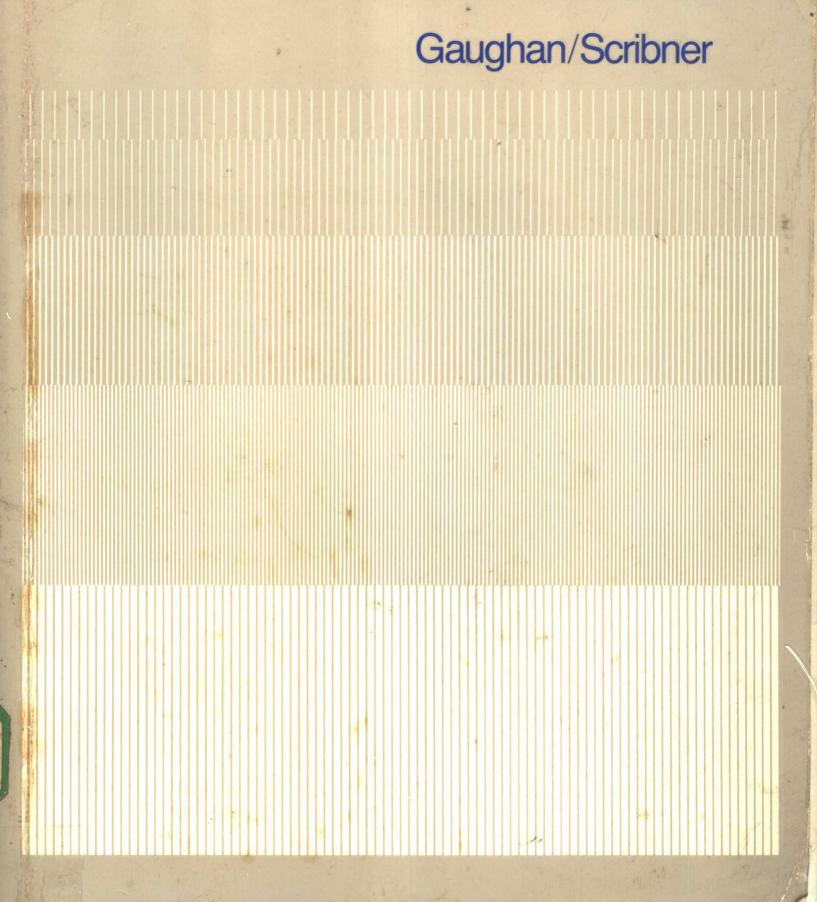
Introduction to Business Mathematics



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Executive Editor: Richard C. Crews

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Manufacturing Manager: Linda E. Siegrist

Kent Publishing Company A Division of Wadsworth, Inc.

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Printed in the United States of America
1 2 3 4 5 6 7 8 9 — 90 89 88 87 86

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Library of Congress Cataloging-in-Publication Data

Gaughan, Edward.

Introduction to business mathematics.

Includes index.

1. Business mathematics. I. Scribner, Edmund A., 1946— II. Title. HF5691.G35 1985 513'.93 85-9087 ISBN 0-534-05238-X

Preface

Introduction to Business Mathematics is a one-semester course for the student who wishes to master those quantitative principles and techniques so crucial to success in modern business without wading through a lot of complicated mathematics. Whether used as preparation for more advanced courses or as an end in itself, the book's easy-to-follow approach should enable the student to feel at home with the arithmetic used in business.

Chapters 1-4 provide a thorough review of arithmetic, with emphasis on business application. In Chapter 5, the wealth of detailed applications that form the remainder of the book begins to unfold, sharpening the student's arithmetic skills while enriching his or her knowledge of business. It would be helpful to cover Chapter 8 (simple interest) before Chapters 9 and 12, but the other chapters (after Chapter 4) are essentially self-contained and may be covered in any order. Appendix A, The Metric System, may be covered as soon as the students have mastered the content of Chapters 1-3. Appendix B contains some questions similar to those one might encounter on a Civil Service Examination. Students should be referred to the questions as appropriate topics come up in class.

An arithmetic pretest is included. This test is in four parts, each part pertaining to one of the first chapters of the book. The purpose of the pretest is to give you a chance to analyze the strengths and weaknesses of your class and determine how much time to spend on each of the four review chapters.

An important feature of *Introduction to Business Mathematics* is its format, which is designed to build skills and confidence at the same time. Rather than pouring out a flood of information and turning the student loose to "sink or swim" on a problem set, each section takes a logical, step-by-step, knowledge-building approach. Coverage of each topic begins with a carefully explained example. Then it's the student's turn—to try an exercise (a warmup) that covers the concepts introduced in the example. An answer is provided to each exercise at the end of each section to give immediate feedback.

Introduction to Business Mathematics includes many features that will assist in the teaching and learning process:

- A systematic approach throughout, with a detailed example for every important topic
- Prompt skill development and confidence building from an exercise following each example
- End-of-section exercises keyed to related examples
- Chapter Reviews keyed to the sections and examples
- · A large selection of exercises, at varied levels of difficulty

- Real-world exercises and examples, with data from actual companies
- Tear-out pages for ease of submitting and grading assignments
- Special project, cases, at the end of each chapter

Introduction to Business Mathematics is intended to be used with the special touch that only an instructor can provide. However, its systematic format and user-friendly style make it suitable for self-study as well.

Finally, we thank the following professionals who reviewed the manuscript. They provided valuable comments, suggestions, and information.

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Glossary/Index

Accounting equation The fundamental relationship that says that total assets equal total liabilities plus owners' equity. 412

Acid-test ratio The quick ratio. 424

ACRS Accelerated cost recovery system. A system for computing depreciation for income tax purposes. 311

Adjusted balance The amount that would be in an account if all outstanding checks were paid and all deposits in transit recorded. 157

Ad valorem tax A tax based on an item's value. 339

AGI Adjusted gross income. An important computation on an individual federal income tax return. 331

Algebraic logic Logic used by some hand-held calculators. 27

Amortization The process of amortizing an amount or balance. A table that shows the amount of amortization for each time period is called an *amortization schedule*. 259

Amortize To reduce or "write off" an amount over a specified number of time periods. 259

Amount of an annuity The future value of an annuity. 391

Annuity A sequence of equal dollar amounts paid or received at the end of each of several equal time periods. 391

Annuity due A sequence of equal dollar amounts paid or received at the beginning of each of several equal time periods. 391

Approximate time The number of days between two dates, assuming each month has 30 days. 237

APR Annual percentage rate. The effective annual interest rate for an installment loan. 271

Arithmetic logic Logic used by some hand-held calculators. 28

Assessed value A percentage of a property's fair market value used in computing property tax. Also commonly called assessed valuation. 339

Asset A probable future economic benefit obtained or controlled by a particular individual or organization as a result of past transactions or events. 408

Automobile insurance Insurance covering various hazards related to the use of an automobile. Includes

bodily-injury and property-damage liability, comprehensive, and collision insurance. 363

Average The sum of a collection of numbers divided by the number of items in the collection. Also called the *mean.* 467

Average tax rate The average rate at which all of a taxpayer's income is taxed. Normally lower than the marginal rate. 335

Balance sheet A financial statement that shows the assets, liabilities and owners' equity of an organization or individual as of some specified date. 408

Balloon payment An installment loan payment that is much larger than the other payments. 267

Bank discount A lending method in which the interest on a loan is deducted in advance. Also called *interest* in advance. 245

Banker's Rule Interest computed using exact time and ordinary interest. Most lending institutions now use exact time and exact interest. 238

Bank statement A statement sent, usually monthly, to the customer by the bank showing all transactions in the account for a certain period of time. 153

Bar chart See bar graph.

Bar graph A graphical method for presenting data. Also called a bar chart. 452

Basic pricing equation Selling Price = Cost + Markup. 211

Bondholder An investor or lender who owns bonds.

Bonds A common form of long-term borrowing by a corporation or other organization. 439

Book value For depreciable property, the original cost minus accumulated depreciation.

Cash discount A discount offered to encourage prompt payment of invoices. 205

Celsius A temperature scale in the metric system. See page 489 for the formula for converting from the Celsius scale to the Fahrenheit scale. 489

Centiliter One hundredth of a liter. 488

Centimeter One hundredth of a meter. 487

Chain discount A discount consisting of two or more discounts, such as 30/15. The 30% discount is ap-

plied first; then the 15% discount is applied. 200

Check A directive written by the payer, instructing the bank to pay to the payee a specified amount from the payer's account. 145

Check register A means of recording transactions in a checking account and computing a balance. 147

Check stub Another means of recording transactions and computing the balance in an account. 147

Circle graph A graph made from a circle in which the regions indicate how a quantity is divided into parts. 453

Coinsurance A requirement that a property insurance policy cover at least some specified percentage of the replacement cost of the property in order that the full amount of a loss can be collected. 364

COLA Cost-of-living allowance, or adjustment, usually computed using the CPI. 474

Commission Compensation to an employee based on productivity, usually a percentage of sales made by the employee. 176

Common stock Stock of a corporation. Holders of common stock have voting rights. Common stock does not have the special characteristics of preferred stock. 430

Complement 100% less the discount. For example, the complement of 24% is 100% - 24% = 76%. 200

Compound interest Interest computed by multiplying the interest rate by the original principal plus past interest. 377

Corporation An organization that is chartered under the laws of a state to carry out some stated purpose. 409

CPI Consumer price index. The average price of a "market basket" of consumer goods and services in comparison with base-year (1967) prices. 473

Current asset An asset that is expected to be used or converted to cash within a relatively short period, usually one year. 408

Current liability A liability that is payable within a relatively short time, usually within one year. 409

Current ratio The ratio of current assets to current liabilities. 424

Decimal A fraction with denominator a power of ten.

Declining-balance A depreciation method in which periodic depreciation is calculated as a specified percentage (for example, 200% for double-declining balance) of book value. 295

Deposits in transit Deposits made to an account but not yet shown on the current bank statement. 157

Deposit slip A record of items to be deposited in a bank account. 145

Depreciation The process of spreading or allocating the cost of an item of property over its useful life. 287 Digits 0, 1, 2, 3, 4, 5, 6, 7, 8, 9. 1

Disbursement A payment of cash, either in currency or by check. 417

Discounting Computing the present value of an amount to be paid or received in the future. 385

Discount on bonds An amount by which the selling or issue price of a bond is less than face value. 439

Dividend A distribution of company earnings to the stockholders of a corporation. 429

Effective interest The "true" interest yield to an investor or lender, as contrasted with a stated or nominal rate used in periodic-interest calculations. 271

End-of-month dating See proximo dating. 206

Escrow account An account into which a borrower pays money for safekeeping. The lender later pays the money out on behalf of the borrower to cover taxes, insurance, or other obligations in connection with the loan. 263

Exact interest Interest computed using a 365-day year. 237

Exact time The exact number of days between two dates. It is customary to count one of, but not both, the beginning and the ending dates. 237.

Expenses The costs of assets and services used up in the production of revenue. 417

Exponential mode A means of entering numbers in the calculator in scientific notation. 101

Face value A specified value of a bond, representing the amount of principal that will be paid to the bondholder at maturity. 439

Fair market value The price for which an item could probably be sold under normal conditions. 339

FICA tax Federal Insurance Contributions Act tax. Social security tax withheld from the employee's pay and matched by the employer. 179

FIFO First-in, first-out. A method of computing the cost of inventory. 318

Finance charge The difference between the price of goods purchased and the total amount paid in an installment loan. Most of the finance charge is interest on the loan, but it may also include miscellaneous fees. 268

Frequency distribution A table that shows the number of times (the frequency) that a particular value occurs. 459

Future value Original principal plus interest. In the case of a loan, the amount due at maturity. 241, 377

Gram The basic unit of mass in the metric system. The mass of a paper clip is about one gram. 488

Gross margin A synonym for gross profit. 323

Gross markon See markup. 211

Gross markup See markup. 211

Gross profit Net sales minus the cost of goods sold.

Gross profit method A method of estimating the cost of inventory. 323

Histogram A graphical representation of a frequency distribution. 459

Horizontal analysis A method of studying percent changes in financial statement items from one period to another. 411

Income tax A tax levied on the earnings of individuals, corporations, estates, and trusts. 331

Index number A measure of change in the magnitude of an amount compared to the magnitude at some base or reference period. 471

Installment loan A loan that is repaid in equal periodic payments called *installments*. 267

Interest Money borrowers pay for the use of someone else's money. 226

Interest formula I = prt. 226

Interest in advance See bank discount. 245

Inventory The stock of goods a business holds for sale to its customers. 317

Inventory turnover A ratio computed by dividing cost of goods sold by average inventory. 425

IPD Implicit price deflator. Measures price changes in all goods and services, not just consumer and wholesale items. 476

IRA Individual retirement account or individual retirement annuity. A tax-sheltered retirement plan available to most wage earners and self-employed persons. 197

Itemized deductions Certain personal expenses that individuals may deduct from their income when determining their income tax. 331

Keogh plan Also called an H.R.10 plan. A taxsheltered retirement plan available to self-employed individuals and their employees. 197

Kilogram One thousand grams; about 2.2 pounds. 488 Kilometer One thousand meters; about 5/8 of a mile. 487

Liability A probable future sacrifice of economic benefits arising from an obligation of an individual or organization to give up assets or perform services. A debt. 408

LIFO Last-in, first-out. A method of computing the cost of inventory. 319

Line graph A graph often used to show data that is time-related. 450

Liter One thousand cubic centimeters; slightly more than a quart. 488

Marginal tax rate The tax rate that would apply to the next dollar of taxable income. 335

Markdown A reduction of the selling price of an item, usually computed as a percent of the original selling price. 219

Markon See markup. 211

Markup The difference between the cost and the selling price. Also called markon, gross profit, or gross markup. 211

Maturity date The date a loan is due. 237

Maturity value The amount to be repaid to the lender. 228

Mean See average. 467

Median See pages 467-468 for the definition. 468

Meter The basic unit of length in the metric system; slightly longer than a yard. 487

Mill One tenth of a cent or one thousandth of a dollar.

Milligram One thousandth of a gram. 489

Milliliter One thousandth of a liter. 488

Millimeter One thousandth of a meter. 487

Mortgage loan A loan secured by specific property of the borrower. Should the borrower fail to make payments as specified in the contract, the lender may take control of the property. 259

Net cost List price less trade discount. 199

Net income The revenues minus expenses of a business.
(Also includes any miscellaneous gains or losses.)
417

Net purchases The total amount of goods purchased for resale, minus cash discounts and minus the cost of any goods returned to the seller. 323

Net sales The total selling price of goods sold, minus

cash discounts and minus selling price of any goods returned by customers. 323

Ordinary dating A discount. For example, 2/10,n/30 offers a 2% discount if the amount is paid within 10 days and the net is due in 30 days. 205

Ordinary interest Interest computed using a 360-day year. 237

Ordinary life Whole life insurance. 353

Owners' equity The total assets minus the total liabilities of a business. 409

Par value A specified face value of a share of stock. 430

Percent A way to write a decimal. To convert a decimal to a percent, move the decimal point two places to the right and affix the percent sign (%). 111

Piecework A pay system in which an employee receives wages based on the amount of production accomplished. 175

Pie graph See circle graph. 453

Preferred stock Corporation stock with special characteristics, such as priority in receiving dividends. 430

Premium (insurance) An amount paid for insurance coverage. 353

Premium on bonds The amount by which the selling or issue price of a bond exceeds face value. 440

Present value The value at present of an amount to be paid or received at some future date, discounted at some interest rate. 241, 385

Pricing equation Selling price = cost + markup.

Principal The amount borrowed. 226

Proceeds Amount received by the borrower. 228

Promissory note A document executed by the borrower; a written promise by the borrower to pay the lender specified amounts on specified dates. 228

Property tax An ad valorem tax on property. 339

Proximo dating A cash discount method; the discount period is counted from the end of the month in which the invoice is dated. If the invoice is dated on the 26th or later, an additional month is added. 206

Quick ratio The ratio of cash, receivables, and inventory to current liabilities. 424

Rate The interest rate charged for a loan, usually quoted as a percent and most often the annual rate. 226

Reconciliation To reconcile a bank statement is to account for the difference between the bank balance and the checkbook balance. The result is the *true* or adjusted balance. 157

Repeating decimal A decimal such as 0.33..., in which the decimal part continues indefinitely. 95

Retail method A method of estimating the cost of inventory. 324

Retained earnings A portion of a corporation's stockholders' equity representing accumulated net income over the company's life minus any dividend distributions to stockholders. 409

Return on sales The percentage relationship between net income and net sales. 425

Revenues Income, usually from the sale of goods or services. 417

Revolving charge A flexible credit arrangement in which a buyer may charge purchases to an account

- and later make payments to reduce or eliminate the amount that has built up. 277
- r. o. g. dating A cash discount method; the discount period is counted from the date of receipt of the goods. 206
- RPN Reverse polish notation. Logic used by some hand-held calculators. 27
- Rule of 78 A method of computing the amount of unearned finance charge to be refunded to a borrower when an installment loan is paid off early. 272
- Sales tax A tax on the sale of goods or services. 347
 Scientific notation Notation in which a number is written as a number between 1 and 10 times a power of 10. 99
- Self-employment tax A social security tax on the net earnings of a self-employed person. 179
- Settlement option An arrangement for payments to the beneficiary of a life-insurance policy. 355
- Shareholder A stockholder of a corporation. 429
- Simple interest The interest due in a transaction where only the principal earns interest during the term of the loan. 226
- Sinking fund A fund to which periodic deposits are made in order to save for some future purpose, such as a major purchase or debt payment. 394
- Stated value A specified face value of a share of stock, similar to par value. 430
- Stock Also called *capital stock*. Shares of ownership of a corporation. 409
- Stock dividend A distribution of additional shares of stock to the stockholders of a corporation in proportion to the number of shares already held. 429
- Stockholder An owner of shares of stock of a corporation. 429
- Stockholders' equity The owners' equity of a business that is organized as a corporation. 409
- Stock split A doubling, tripling, or other multiplicative increase in the number of shares of a corporation's stock. 433

- Straight-line depreciation A depreciation method that spreads the cost of an asset over its service life in equal amounts per time period. 287
- Sum-of-years'-digits depreciation An accelerated depreciation method, often abbreviated SYD. 303
- Terminating decimal A decimal, such as 0.25, with finitely many digits. 95
- Term insurance A form of life insurance providing coverage for a specified period. 353
- Time The period of a loan. 226
- Trade discount A discount offered by manufacturers and wholesalers. 199
- True balance See adjusted balance. 157
- United States rule A method of computing the annual percentage rate of an installment loan. This method assumes each payment is applied first to interest at a simple periodic rate, with any remainder used to reduce the principal balance. 262
- Units-of-production depreciation A depreciation method that ties periodic depreciation directly to the level of usage of an asset during the period. 304
- Universal life A form of life insurance similar to whole life but providing more flexibility in the payment of premiums and possibly a higher investment return. 356
- Vertical analysis A method of studying the percentage relationship between individual items on a financial statement and some base amount such as total assets or net sales. 411
- Whole life insurance A form of life insurance that combines insurance coverage with a savings plan.
- Yield to maturity The true or effective rate of return of a bond to the bondholder if the bond is held until it matures (expires). 441
- Zero bracket amount A standard deductible amount for the purpose of computing an individual's federal income tax. 331

Arithmetic Pretest

PART I Whole Number Arithmetic

- 1. 34 + 165 + 2,003 =(a) 2,102 (b) 2,003 (c) 2,202 (d) 2,303
- 2. 4,761 + 23,100 + 14,569 =(a) 42,430 (b) 43,420 (c) 44,430 (d) 45,220
- 3. 141 56 = (a) 96 (b) 85 (c) 86 (d) 95
- 4. 45,321 16,847 =(a) 27,473 (b) 26,474 (c) 28,474 (d) 28,484
- 5. $456 \times 6 =$ (a) 2,736 (b) 2,636 (c) 2,726 (d) 2,546
- 6. $342 \times 70 =$ (a) 24,930 (b) 24,944 (c) 23,940 (d) 29,540
- 7. $24 \times 56 =$ (a) 1,433 (b) 1,344 (c) 1,444 (d) 1,334
- 8. $9\overline{)486} =$ (a) 54 (b) 65 (c) 56 (d) 64
- 9. 18)8,120 =(a) 450 R 10 (b) 451 R 2 (c) 452 R 16 (d) 446 R 12
- 10. How many 6-oz servings of orange juice can be made from three 16-oz containers of orange juice?(a) 8 (b) 12 (c) 48 (d) 32
- 11. George drives 650 miles on 27 gallons of fuel. What is his average miles per gallon rounded off to the nearest mile?(a) 20 (b) 25 (c) 24 (d) 27

PART II Fractions

12.
$$\frac{2}{3} + \frac{3}{4} =$$

(a)
$$\frac{5}{7}$$
 (b) $\frac{5}{12}$ (c) $\frac{17}{12}$ (d) $\frac{11}{12}$

13.
$$1\frac{2}{5} + 2\frac{1}{4} =$$

(a)
$$3\frac{1}{3}$$
 (b) $3\frac{3}{20}$ (c) $4\frac{1}{5}$ (d) $3\frac{13}{20}$

14.
$$\frac{5}{6} - \frac{1}{3} =$$

(a)
$$\frac{1}{2}$$
 (b) $\frac{4}{6}$ (c) $\frac{9}{16}$ (d) $\frac{2}{3}$

15.
$$12\frac{1}{4} - 8\frac{5}{8} =$$

(a)
$$4\frac{3}{8}$$
 (b) $3\frac{5}{8}$ (c) $4\frac{3}{4}$ (d) $3\frac{1}{4}$

16.
$$8 \times \frac{3}{4} =$$

(a) 6 (b)
$$\frac{32}{3}$$
 (c) $8\frac{3}{4}$ (d) $\frac{2}{3}$

17.
$$1\frac{5}{8} \times \frac{2}{3} =$$

(a)
$$1\frac{1}{12}$$
 (b) $1\frac{5}{12}$ (c) $1\frac{7}{24}$ (d) $\frac{15}{24}$

18.
$$1\frac{5}{8} \div 1\frac{1}{2} =$$

(a)
$$1\frac{1}{4}$$
 (b) $2\frac{1}{4}$ (c) $\frac{13}{12}$ (d) $\frac{12}{13}$

19.
$$\frac{12}{27}$$
 =

(a)
$$\frac{1}{7}$$
 (b) $\frac{4}{3}$ (c) $\frac{4}{9}$ (d) $\frac{3}{8}$

20.
$$4\frac{7}{9} =$$

(a)
$$\frac{28}{8}$$
 (b) $\frac{36}{8}$ (c) $\frac{39}{8}$ (d) $\frac{19}{8}$

21. In a shipment of 615 items, $\frac{2}{5}$ were defective. How many were defective?

XVIII Arithmetic Pretest

- 22. Paul purchased a car and made a down payment of \$500, $\frac{1}{4}$ of the purchase price. What was the purchase price?
 - (a) \$2,000 (b) \$2,500 (c) \$1,750 (d) \$1,250

PART III Decimals

- 23. 28.9 + 13.7 =(a) 42.6 (b) 32.6 (c) 31.79 (d) 30.27
- **24.** 28.4 19.7 = (a) 9.3 (b) 11.7 (c) 8.7 (d) 9.7
- **25.** 2.0003 + 1.067 + 2.9 = (a) 5.90673 (b) 5.970 (c) 5.1097 (d) 5.9673
- **26.** $45.6 \times 12.3 =$ (a) 560.88 (b) 56.088 (c) 5608.8 (d) 5.6088
- **27.** $236.8 \times 100 =$ (a) 23.68 (b) 2368.0 (c) 23680 (d) 236800
- **28.** $10.488 \div 2.3 =$ (a) 4.56 (b) 0.456 (c) 45.6 (d) 456.0
- **29.** $45.68 \div 200 =$ (a) 22.84 (b) 2.284 (c) 0.2284 (d) 0.02284
- 30. $\frac{5}{8}$ = (a) 0.63 (b) 0.625 (c) 0.0625 (d) 6.25
- 31. $1\frac{3}{8} =$ (a) 1.375 (b) 0.1345 (c) 1.245 (d) 1.625
- 32. 0.75 =(a) $\frac{3}{4}$ (b) $\frac{7}{8}$ (c) $\frac{5}{6}$ (d) $\frac{2}{3}$
- 33. 6.25 =(a) $6\frac{1}{8}$ (b) $6\frac{3}{8}$ (c) $6\frac{1}{5}$ (d) $6\frac{1}{4}$
- 34. Mary buys 4³/₄ yards of material for \$8.75 per yard. What is the cost of the material? (Round up to the nearest cent.)
 (a) \$42.55
 (b) \$40.75
 (c) \$41.56
 (d) \$41.57
- 35. Jean's pay for a 35-hour work week was \$189. What is her hourly rate of pay?
 - (a) \$6.15 (b) \$5.70 (c) \$5.60 (d) \$5.40

Percent PART IV

- **36.** 15% =
 - (a) $\frac{3}{20}$ (b) $\frac{1}{15}$ (c) $\frac{1}{6}$ (d) $\frac{3}{16}$
- 37. $\frac{1}{4}$ =
 - (a) 30%
- (b) 25% (c) 40% (d) 20%

- 38. 25% of 84 is
 - (a) 16 (b) 21 (c) 42 (d) 18

- **39.** 150% of 64 is
 - (a) 32 (b) 80 (c) 96 (d) 100
- **40.** 45 is what percent of 72?
 - (a) 62.5% (b) 45% (c) 54% (d) 140%

- 41. Joshua scored 80% correct answers on a test with 55 questions. How many did he answer correctly?

- (a) 44 (b) 47 (c) 12 (d) 11
- Jessica made a 20% down payment of \$560 on a purchase of some furniture. What was the total price of the furniture?

- (a) \$2,400 (b) \$1,120 (c) \$2,600 (d) \$2,800

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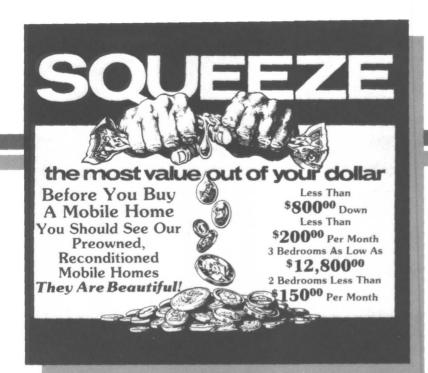
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Whole Number Arithmetic

Someone has said, "God created the whole numbers; the rest are the inventions of man." This statement means that the whole numbers arose from human experience, not from humanity's fertile imagination. We begin our study of business mathematics with a review of whole number arithmetic because all our work with fractions, decimals, and percent depends on the basic operations with whole numbers.

1.1 Place Value and Rounding of Whole Numbers

We begin our review of arithmetic with a consideration of the set of counting numbers, or the set of whole numbers,

0, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, ...

Place Value

In our number system, the **digits** 0, 1, 2, 3, 4, 5, 6, 7, 8, and 9 are used in a **place-value system** called the **decimal system**. In a place-value system, a number is given as a string of digits and the position (place) of each digit determines the value of the number. For example, in the number 456, the position of each of the digits, 4, 5, and 6, determines the value of the number as follows: