

**Question 4.1****Part A – Definitions and overview of the process**

- a) Define the term 'revenue' and briefly explain how it differs from the term 'income'.
- b) State whether the following is true or false and briefly explain your answer:  
IFRS 15 applies to the recognition and measurement of revenue from all contracts involving customers.
- c) Briefly outline the process involved in the recognition and measurement of revenue?
- d) In one sentence, briefly explain when revenue is recognised.
- e) What is the essential difference between a contract asset and a receivable?

**Part B – Identifying the contract**

- f) Define the term 'customer' in terms of IFRS 15.
- g) Define the term 'contract' in terms of IFRS 15.
- h) Briefly explain how we would account for a receipt from a customer if we concluded that the definition of a contract was not met?
- i) Describe the criteria that must be met when identifying a contract that would fall within the scope of IFRS 15.

**Part C – Determining the transaction price**

- j) Define the term 'transaction price' in terms of IFRS 15.
- k) Calculate the transaction price and briefly explain your answer assuming that the contract price is set at C120 000 and that, based on the customer's credit risk profile at contract inception, the entity expects that C30 000 of the contract price will not be recoverable.
- l) Briefly explain what is meant by 'constraining estimates'.
- m) Briefly describe the two-step process involved in calculating the amount of the variable consideration to be included in the transaction price.
- n) Briefly explain when a contract is said to contain a 'financing component'.
- o) Describe under what circumstances the existence of a financing component would or would not affect the determination of the transaction price.
- p) Briefly explain how to calculate how much of a transaction price relates to the financing component of the contract.
- q) When calculating the cash price of a transaction, we must calculate the present value of the consideration to which the entity expects to be entitled, discounted at an appropriate rate. Briefly explain how to determine an appropriate discount rate.

**Part D – Allocating the transaction price**

- r) In one sentence, explain what is meant by the allocation of a transaction price.
- s) Briefly describe how a transaction price is normally allocated (assuming it does not include variable consideration or an inherent discount).
- t) Briefly explain how to allocate the transaction price to an item which is sold as part of a bundle but has not been sold on its own before.
- u) Briefly explain how to allocate the transaction to an item which has been sold before but is now sold as part of a bundle.

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**M Mosston**



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