



CAREER CLUSTER

Finance

CAREER PATHWAY

Accounting

INSTRUCTIONAL AREA

Financial Analysis

ACCOUNTING APPLICATIONS SERIES EVENT

PARTICIPANT INSTRUCTIONS

- The event will be presented to you through your reading of the 21st Century Skills, Performance Indicators and Event Situation. You will have up to 10 minutes to review this information and prepare your presentation. You may make notes to use during your presentation.
- You will have up to 10 minutes to make your presentation to the judge (you may have more than one judge).
- You will be evaluated on how well you demonstrate the 21st Century Skills and meet the performance indicators of this event.
- Turn in all of your notes and event materials when you have completed the event.

21st CENTURY SKILLS

- Critical Thinking – Reason effectively and use systems thinking.
- Problem Solving – Make judgments and decisions and solve problems.
- Communication – Communicate clearly.
- Creativity and Innovation – Show evidence of creativity.

PERFORMANCE INDICATORS

- Account for cash receipts.
- Account for cash payments.
- Reconcile cash.
- Organize information.
- Describe the need for financial information.

EVENT SITUATION

You are to assume the role of the accounting manager for DOGS-R-US, a retail store dedicated to dog food and toys. The owner of DOGS-R-US (judge) has asked you to record both cash receipts and payments for the most recent week. In addition, the owner (judge) would like for you to provide some insight as to the company's cash position at the end of the week.

The following is the most recent week's cash receipts and payments:

1. Customer purchases of premium pet food totaling \$183.00.
2. Multiple customers purchased various pet toys throughout the week, totaling cash receipts of \$420.00.
3. A cash payment of \$100.00 was made for a local newspaper ad promoting a weekend sale.
4. Customers purchased collars and leashes for \$75.00.
5. The store spent \$150.00 in cash to purchase new display racks for showcasing pet toys and accessories.
6. A customer paid \$25.00 in cash to join the membership loyalty program for discounts and benefits.
7. The store paid \$200.00 in cash to a local supplier for a quick restock of popular pet food brands.
8. A cash payment of \$60.00 was made for cleaning supplies and miscellaneous store maintenance items.

In a meeting with the owner (judge) you must:

- Provide journal entries to record cash receipts and payments.
- Reconcile cash to obtain a balance for the week.
- Summarize the weekly results and provide any insights regarding the cash transactions.

You will present the information to the owner (judge) in a role-play to take place in the owner's (judge's) office. The owner (judge) will begin the role-play by greeting you and asking to hear your ideas. After you have presented the information and have answered the owner's (judge's) questions, the owner (judge) will conclude the role-play by thanking you for your work.

JUDGE INSTRUCTIONS

DIRECTIONS, PROCEDURES AND JUDGE ROLE

In preparation for this event, you should review the following information with your event manager and other judges:

1. Participant Instructions, 21st Century Skills and Performance Indicators
2. Event Situation
3. Judge Role-Play Characterization
Allow the participants to present their ideas without interruption, unless you are asked to respond. Participants may conduct a slightly different type of meeting and/or discussion with you each time; however, it is important that the information you provide and the questions you ask be uniform for every participant.
4. Judge Evaluation Instructions and Judge Evaluation Form
Please use a critical and consistent eye in rating each participant.

JUDGE ROLE-PLAY CHARACTERIZATION

You are to assume the role of the owner of DOGS-R-US, a retail store dedicated to dog food and toys. You have asked the accounting manager (participant) to record both cash receipts and payments for the most recent week. In addition, you would like for the accounting manager (participant) to provide some insight as to the company's cash position at the end of the week.

The following is the most recent week's cash receipts and payments:

1. Customer purchases of premium pet food totaling \$183.00.
2. Multiple customers purchased various pet toys throughout the week, totaling cash receipts of \$420.00.
3. A cash payment of \$100.00 was made for a local newspaper ad promoting a weekend sale.
4. Customers purchased collars and leashes for \$75.00.
5. The store spent \$150.00 in cash to purchase new display racks for showcasing pet toys and accessories.
6. A customer paid \$25.00 in cash to join the membership loyalty program for discounts and benefits.
7. The store paid \$200.00 in cash to a local supplier for a quick restock of popular pet food brands.
8. A cash payment of \$60.00 was made for cleaning supplies and miscellaneous store maintenance items.

In a meeting the accounting manager (participant) must:

- Provide journal entries to record cash receipts and payments.
- Reconcile cash to obtain a balance for the week.
- Summarize the weekly results and provide any insights regarding the cash transactions.

The participant will present information to you in a role-play to take place in your office. You will begin the role-play by greeting the participant and asking to hear about his/her ideas.

During the course of the role-play, you are to ask the following questions of each participant:

1. If the store made a donation to the local animal shelter, how would that be journaled?
2. If a customer returns a product, how do we include that in the weekly results?

Once the accounting manager (participant) has presented information and has answered your questions, you will conclude the role-play by thanking the accounting manager (participant) for the work.

You are not to make any comments after the event is over except to thank the participant.

SOLUTIONS

Journal entries:

1*	Cash	183	
	Sales revenue (food)		183
2*	Cash	420	
	Sales revenue (toys)		420
3	Advertising expense	100	
	Cash		100
4*	Cash	75	
	Sales revenue (supplies)		75
5	Supplies expense	150	
	Cash		150
6	Cash	25	
	Sales revenue (loyalty program)		25
7	Inventory (food)	200	
	Cash		200
8	Repair and maintenance	60	
	Cash		60

*Note- COGS/inventory entries are not recorded since there is no cash impact.

Cash reconciliation:

Total cash receipts:	\$ 703
Total cash payments:	\$ <u>510</u>
Total net cash	193

Insights on the weekly transactions (a partial list of items competitors may consider):

- The cash receipts are more than cash payments which is positive for the company.
- The cash payments for the new shelving should be a one-time cost so the net cash should be higher in future weeks.
- The purchase of food inventory was similar to the retail price of the sales of the food. The gross margin information is not provided, which would prove more helpful, but it is possible the store may not have enough food on hand to satisfy customer needs in future weeks if there are only a few options to choose from.
- No purchases were made to replenish the pet toy inventory during the week. Consider the impact on items available for customers to choose from.

- Advertising may be an infrequent cost, which would provide higher net cash in future weeks if it were not recurring.
- Pet toys generated more cash revenue than pet food sales. This could be a one-off occurrence, or the pet owners may prefer to shop in the store for pet toys more so than for pet food.
- Create future marketing campaigns specifically for dog food to increase sales for those items.

EVALUATION INSTRUCTIONS

The participants are to be evaluated on their ability to perform the specific performance indicators stated on the cover sheet of this event and restated on the Judge's Evaluation Form. Although you may see other performance indicators demonstrated by the participants, those listed in the Performance Indicators section are the critical ones you are measuring for this particular event.

Evaluation Form Interpretation

The evaluation levels listed below and the evaluation rating procedures should be discussed thoroughly with your event director and the other judges to ensure complete and common understanding for judging consistency.

Level of Evaluation	Interpretation Level
Exceeds Expectations	Participant demonstrated the performance indicator in an extremely professional manner; greatly exceeds business standards; would rank in the top 10% of business personnel performing this performance indicator.
Meets Expectations	Participant demonstrated the performance indicator in an acceptable and effective manner; meets at least minimal business standards; there would be no need for additional formalized training at this time; would rank in the 70-89 th percentile of business personnel performing this performance indicator.
Below Expectations	Participant demonstrated the performance indicator with limited effectiveness; performance generally fell below minimal business standards; additional training would be required to improve knowledge, attitude and/or skills; would rank in the 50-69 th percentile of business personnel performing this performance indicator.
Little/No Value	Participant demonstrated the performance indicator with little or no effectiveness; a great deal of formal training would be needed immediately; perhaps this person should seek other employment; would rank in the 0-49 th percentile of business personnel performing this performance indicator.



**ACCOUNTING APPLICATIONS SERIES
2026**

**JUDGE'S EVALUATION FORM
DISTRICT EVENT 2**

Participant: _____

**INSTRUCTIONAL AREA:
Financial Analysis**

ID Number: _____

Did the participant:		Little/No Value	Below Expectations	Meets Expectations	Exceeds Expectations	Judged Score
PERFORMANCE INDICATORS						
1.	Account for cash receipts?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
2.	Account for cash payments?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
3.	Reconcile cash?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
4.	Organize information?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
5.	Describe the need for financial information?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
21st CENTURY SKILLS						
6.	Reason effectively and use systems thinking?	0-1	2-3	4	5-6	
7.	Make judgments and decisions, and solve problems?	0-1	2-3	4	5-6	
8.	Communicate clearly?	0-1	2-3	4	5-6	
9.	Show evidence of creativity?	0-1	2-3	4	5-6	
10.	Overall impression and responses to the judge's questions	0-1	2-3	4	5-6	
TOTAL SCORE						