

ABSTRACT

Agustina, Luk Luk In Khasanatul. 2015. Thesis. Title: "*The Analysis of Internal Control System of Cash Sales and Credit Sales in Padang Bulan Students' Cooperation, Maulana Malik Ibrahim State Islamic University, Malang*"

Advisor : Hj. Meldona, SE., MM., Ak., CA

Keywords : Internal Control System, Cash Selling, Sales Credit

Internal control system is required by an organization to avoid frauds and to maintain the existence in order to carry out its operations effectively, efficiently and economically. Cash and credit sales is the most important activity in retail, so it requires a careful treatment. The purpose of this study is to analyze the implementation of internal control system, especially on the system of cash and credit sales in Padang Bulan Students' Cooperation in Maulana Malik Ibrahim State Islamic University, Malang which leads to necessary recommendations for improvement.

This research employs a qualitative descriptive approach. The data are collected through observations, interviews and documentations. The data analysis on the internal control system of cash and credit sales is performed by using COSO theory which includes: control environment, risk assessment, information and communication, control activities, and supervision.

The results show that the internal control system of cash and credit sales in Padang Bulan Students' Cooperation in Maulana Malik Ibrahim State Islamic University, Malang is still less effective because of the following weaknesses: 1) lack of any control from the board 2) the existence of task geminating 3) no continuity in employees training 4) no maximum limit of credit purchases and payments 5) no clear determination of duties and authorities 6) no duplicates of cash or credit sales transactions document. Thus, it is crucial to have a policy concerning maximum credit purchase limit, payment limit, the determination of duties and responsibilities, and also the addition of cash sales and credit sales documents of at least 2 copies.