**OALCF Task Cover Sheet**

**Task Title:** Wages and Calculating Commissions

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| --- |
| **Learner Name:** |
| **Date Started: Date Completed:****Successful Completion:** Yes\_\_\_ No\_\_\_ |
| **Goal Path:** Employment **√** Apprenticeship\_\_\_ Secondary School\_\_\_ Post Secondary\_\_\_ Independence **√** |
| **Task Description:**The learner needs to calculate commissions earned based on sales. |
| **Competency:**A: Find and Use InformationC: Understand and Use Numbers | **Task Group(s):**A1: Read continuous textC1 : Manage money |
| **Level Indicators:**A1.1: Read brief texts to locate specific detailsC1.1: Compare costs and make simple calculationsC1.2: Make low-level inferences to calculate costs and expense that may include rates such as taxes and discountsC1.3: Find, integrate, and analyze numerical information to make multi-step calculations to compare cost options and prepare budgets |
| **Performance Descriptors:** see chart on last page |
| **Materials Required:*** Paper and Pen or Computer
* Calculator
* Question Sheet (attached)
* Answer Sheet (attached)
 |

**Task Title**: Wages and Calculating Commissions

### Task Description: Employees working in sales occupations often have their wages based on a percentage of their sales. They need to be able to figure out if employer calculations are correct in order to confirm they are receiving the right amount of money.

Depending on the job, some employees are paid hourly, salary, and some may receive a commission for the amount of product or services they sell to customers. Many retail jobs pay an hourly rate and a commission on the sales of certain items. For example, a salesperson in a shoe store might receive an hourly rate of $10.85 and a 1% commission on the total sales of accessories such as shoe polish, shoe laces or purses.

Debbie is a beauty consultant for Lavern’s Cosmetics. She is paid $220.00 per week plus a commission of 38% of her sales. Her sales for a four week period are shown in the following table.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Week # | 1 | 2 | 3 | 4 |
| Sales | 850.09 | 625.90 | 946.45 | 1,238.43 |

**Task 1:** Calculate the money earned in commission during this period.

**Task 2:** Calculate Debbie’s total gross pay for this month. Remember to include her weekly wage as well as the commission earned.

**Task 3:** Carrie gets a commission of 12% of her weekly sales in a bicycle shop. Calculate the commission she would earn if her sales were $3,800 in one week.

**Task 4:** Calculate the commissions earned, based on the sales listed in the table below.

|  |  |  |
| --- | --- | --- |
| **SALES** | **COMMISSION PERCENTAGES** | **COMMISSION EARNED** |
| $585.43 | 10% |  |
| $2,200.00 | 40% |  |
| $1,675.00 | 8% |  |
| $876.50 | 18% |  |
| $3,345.00 | 15% |  |
| $7,215.99 | 5% |  |

**Answer Sheet**

Debbie is a beauty consultant for Lavern’s Cosmetics. She is paid $220.00 per week plus a commission of 38% of her sales. Her sales for a four week period are shown in the following table.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Week # | 1 | 2 | 3 | 4 |
| Sales | 850.09 | 625.90 | 946.45 | 1,238.43 |

Task 1: Calculate the money earned in commission during this period.

Commissions: Week 1- 850.09 x 0.38= $323.03,

Week 2- 625.90 x 0.38 = $237.84

Week 3- 946.45 x 0.38 = $359.65

Week 4- 1,238.43 x 0.38 = $470.60

**Total = $1,391.12** commission

Task 2: Calculate Debbie’s total gross pay for this month. Remember to include her weekly wage as well as the commission earned when calculating the gross pay amount.

Wage for this period = $220 x 4 = $880.00

Total: 880 wages + 1,391.12 commission = **$2,271.12** gross

Task 3: Carrie gets a commission of 12% of her weekly sales in a bicycle shop. Calculate the commission she would earn if her sales were $3,800 in one week?

$3,800 x 0.12 = **$456.00**

Task 4: Calculate the commissions earned, based on the sales listed in the table below.

 Complete the chart by recording what the dollar amount that the commission would be.

**SALES COMMISSION PERCENTAGES ANSWERS**

|  |  |  |
| --- | --- | --- |
| $585.43 | 10%  | 585.43 x 0.10 = **$58.54** |
| $2,200.00 | 40% | 2,200 x .40 = **$880.00** |
| $1,675.00 | 8% | 1,675 x .08 = **$134.00** |
| $876.50 | 18% | 876.5 x .18 = **$157.77** |
| $3,345.00 | 15% | 3,345 x .15 = **$501.75** |
| $7,215.99 | 5% | 7,215.99 x .05 = **$360.80** |

**Task Title**: Wages and Calculating Commissions

|  |  |  |  |
| --- | --- | --- | --- |
| Performance Descriptors | **Needs Work** | **Completes task with support from practitioner** | **Completes task independently** |
| A1.1: | * Reads short texts to locate a single piece of information
 |  |  |  |
| C1.1: | * Interprets and represents costs using monetary symbols and decimals
 |  |  |  |
| C1.2:  | * Represents costs and rates using monetary symbols, decimals and percentages.
 |  |  |  |
|  | * Uses strategies to check accuracy (e.g. estimating, using a calculator, repeating a calculation, using the reverse operation)
 |  |  |  |
| C1.3: | * Finds, integrates, and analyses numerical information (e.g. tables, graphs)
 |  |  |  |
|  | * Uses strategies to check accuracy (e.g. estimating, using a calculator, repeating a calculation, using the reverse operation)
 |  |  |  |

**This task:** was successfully completed\_\_\_ needs to be tried again\_\_\_

|  |
| --- |
| Learner Comments |
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**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

#### Instructor (print) Learner Signature