

# 8.40 - Questions Handout #s 1 - 14

## Key Ideas

- Many jobs in sales pay by commission.
- Commission is usually calculated as a percent of sales.  
For example, if commission is 20% of sales, for each \$1.00 of sales, the salesperson earns \$0.20.



## Communicate the Ideas

- Why do you think a company would choose to pay employees by commission?
- a) What other ways are employees paid, other than by commission?  
b) Describe advantages and disadvantages of each method of payment.

## Check Your Understanding

### Practise

For help with questions 3 to 5, refer to Example 1.

- Jake earns 25% commission selling ice cream. How much does he earn for each day's sales?  
a) Friday \$100    b) Saturday \$180
- A school earns 35% commission on its book orders. Estimate, then calculate, the commission earned on each month's order.  
a) October \$309    b) November \$1850
- To raise funds, members of the drama club sell flower bulbs. They earn 30% commission. Estimate, then calculate how much each person earns for the club.

	Name	Total Bulb Sales
a)	Deanna	\$125.00
b)	Pierre	\$350.00

For help with questions 6 to 8, refer to Example 2.

- Alana earns a 15% commission on bicycle sales. One week she earned \$450. What were Alana's total bicycle sales for that week?
- Yuri earns a 25% commission on sales of magazine subscriptions. One week he earned \$220. What were Yuri's total sales for that week?
- Monique earns a 30% commission on jewellery sales. She wants to earn \$600 so she has spending money for her holidays. What amount of jewellery does she need to sell to reach her goal?



## Apply

9. Jules earns a 20% commission on fruit sales. One week, his daily sales were as follows:

Monday \$250

Tuesday \$220

Wednesday \$185

Thursday \$208

Friday \$310

- a) What was Jules's commission for the week?
- b) Find the answer to part a) using a different method. Does your answer check?
10. Manuel starts a job selling computer equipment. He earns 15% commission on all sales.
- a) Find the total amount of Manuel's commission for the first three weeks.

Week	1	2	3
Sales	\$1250	\$2100	\$2425

- b) How much would Manuel need to sell in a week in order to earn \$500?

## Chapter Problem

9. There are four headliners and six supporting acts booked for your concert. Each of the headliners is paid a 5% commission on total ticket sales. The supporting acts are each paid 2%. Total ticket sales are \$1 000 000.
- a) How much does each headliner earn?
- b) How much is paid to each supporting act?
- c) Find the total amount paid to the bands.
- d) Each headliner agrees to donate half of its commission to a local charity. How much will the charity receive?

12. Jackie sells beauty products on commission. She is paid a 25% commission on make-up items and 30% on bath products. Last month her make-up orders totalled \$420.95 and the bath product orders totalled \$325.00. How much did she earn?
13. Donna is paid a 25% commission on catalogue sales. She wants to earn \$1200 to buy a computer. So far she has sales totalling \$3670. How much more does she need to sell to reach her goal?



14. Brian is offered a job that pays \$10/h or 8% commission on sales.

- a) One Saturday he works 8 h and sells \$500 worth of merchandise. Which payment option is better for him? Explain why.
- b) Does your answer change if both rates are doubled? Explain.
- c) Does your answer change if Brian sells twice as much in the same time period? Explain.

## Extend

15. At last night's baseball game, Sandeep and Andre both sold hot dogs. Sandeep gets paid a commission of 20% of sales. Andre earns \$30 per game plus a 15% commission. Show calculations to support your answers to the following:
- a) Who earned more money if they both sold \$500 in hot dogs?
- b) Who earned more money if they both sold \$700 in hot dogs?
- c) For which amount of total sales would Sandeep and Andre earn the same amount of money?

## Making Connections

You will apply graphing and algebra skills to solve problems of this type in high school.