WAMC Lab Template

Math Concept(s): Chapter 5 Employment Basics
Source / Text: Financial Algebra by Gerver and Sgroi
Developed by: Penelopy Perkins
E-Mail: penelopy.perkins@rentonschools.us
Date: Summer In-service 2019

Attach the following documents:

Lab Instructions

- Using the internet investigate the minimum wage of several states
- Research the salaries of your favorite celebrity, a local real estate agent, an Uber driver and a first year Washington State teacher
- Graph the one-month salary of each career as a piece wise function

Student Handout(s)

Rubric and/or Assessment Tool

- Student handout, graph and reflection

Short Description (Be sure to include where in your instruction this lab takes place):

End of chapter 5-3 Commissions, Royalties & Piecework pay

Lab Plan

Lab Title: Job of your Dreams

Prerequisite skills: Linear and piecewise functions

Lab objective: Understand the various processes and essential skills needed to choose a career and to graph linear and piecewise functions

Standards:

CCSS-M:

- A-CED1: Create equations and inequalities in one variable and use them to solve problems. Include equations arising from linear and quadratic functions, and simple rational and exponential functions.
- A-CED2: Create equations in two or more variables to represent relationships between quantities; graph equations on coordinate axes with labels and scales.
- F-LF: Use function notation, evaluate functions for inputs in their domains, and interpret statements that use function notation in terms of a context.

Standards for Mathematical Practice:

- MP2. Reason abstractly and quantitatively
- MP5. Use appropriate tools strategically

- MP7. Look for and make use of structure
-

Leadership/21st Century Skills:

Teacher Preparation: (What materials and set-up are required for this lab?)

Materials

- Computer
- Calculator
- Financial algebra book
- Handout
- Graph paper

Set-Up Required:

- Access to computer

Lab Organization Strategies:

Grouping/Leadership/Presentation Opportunities:

- Individual deadlines for each task

Cooperative Learning:

- none

Expectations:

- students will have a completed grasp of their possibilities for their future

Timeline:

- 2 Days
  - One day for lesson
  - Two days for lab

Post Lab Follow-Up/conclusions:

Discuss real world application of learning from lab

- Does my chosen job match my interests given all the factors identified in the project?

Career Applications

- Find a job

Optional or Extension Activities
- Job shadow
- contact career professional
- can apply to senior portfolio

Washington Applied Math Council

https://wa-appliedmath.org/

Financial Algebra 5-3 Lab Commissions & Piecework Pay

Name: _____ Date:_____ Score____/42

Regular wage, time and a half wage, and double time wage

Using the table below, compute the different wages for each of the five states.
http://www.dol.gov/whd/minwage/america.htm

State	Minimum Wage	Time and a Half	Double Time
Washington (3pts)			
Georgia (3pts)			
Kansas (3pts)			
New York (3pts)			
Nevada (3pts)			

What state has the lowest minimum wage?   What state has the highest minimum wage?

_____(1pt)   _____(1pt)

Your Favorite Celebrity Wages, First Year
Washington Teacher, Real Estate Agent and an Uber Driver

You can't decide what you want to do when you grow up. You decide to investigate the wages for your celebrity, a beginning teacher and an Uber driver.
http://www.forbes.com/celebrities/list/2/#tab:overall

	Salary per Year	Salary per Month	Salary per Week	Salary per hour (40 hr. week)	Points
Celebrity Name		January			(4pts)
1st year WA teacher (with 0 years of service and BA+0)	54,000	February 54,000/12	54000/52	54000/(52x40)	(4pts)
Uber Driver		March			(4pts)
Real estate agent		April			(4pts)

Graph the wages of the salaries for a single month for each job. (7pts)

Your Reflections: (2pts)

Extension:

Washington
Applied
Math
Council

https://wa-appliedmath.org/

Financial Algebra 5-3 Lab Commissions & Piecework Pay

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_____(1pt)   _____(1pt)

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You can't decide what you want to do when you grow up. You decide to investigate the wages for your celebrity, a beginning teacher and an Uber driver.
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Financial Algebra 5-3 Lab Commissions & Piecework Pay

Your Reflections: (2pts)

Extension: Present as a power point. Each slide must answer the following questions in complete sentences and must include a different image per slide.

Talk to real estate agent on the breakdown of fees:

What percentage does the agent earn if they list a property? How much goes to the agent and amount goes to their office?

What percentage does the agent earn if they sell a property? How much goes to the agent and amount goes to their office?

Does the percent earned change depending on the price of the home/property?

Does the percent change depend on the type of property? Commercial versus residential.

How has Zillow and or Redfin affected the real estate industry?

Write your own questions.

WAMC Lesson Plan

Name(s):Penelopy (Popy) Perkins
Email Address: penelopy.perkins@rentonschools.us
Lesson Title: **Commissions, Royalties, & Piecework Pay**
Date: June 25, 2019

Text: Cengage Financial Algebra 2nd Edition Lesson Length: 1 hour Big Idea (Cluster): Employment Basics	STEM Correlation:

Mathematics K–12 Learning Standards: Functions – Interpreting Functions F-LF - **Understand the concept of a function and use function notation** - Use function notation, evaluation functions for inputs in their domains, and interpret statements that use function notation in terms of a context.
Mathematical Practice(s): Algebra and Functions

Content Objectives:	Language Objectives (ELL):
- Compute pay based on percent commission - Compute piecework pay	- Explain advantages and disadvantages of pay based on production
Vocabulary: - Commission, royalty, pieceworker, piecework rate	Connections to Prior Learning - piecewise graphs, percentages, domain and range, algebraic manipulation, decimal and percent equivalents, points of intersection,
Questions to Develop Mathematical Thinking: • Ask students what they think may be the advantages and disadvantages of piecewise pay compared to straight commission pay	Common Misconceptions: • Piecewise functions are absolute value functions • All piecewise functions are defined for all real numbers

Assessment (Formative and Summative):

- Students will draw a Venn diagram listing the commonalities and differences between commission and piecewise pay
- Student groups will explain what type of employment pays commission and what type of employment uses piecework rate
- Students will create examples of how certain occupations pay their workers based on sales and production, not on hours worked.
- Use "Extend your understanding as an exit ticket

Materials:

- Calculator, packet, graph paper, ruler

Instruction Plan:

Launch: Do you want to produce or sell product entry question to class as quick survey. Follow up questions designed to elicit responses concerning pay amounts and pay types when presented with different jobs. Car sales, production software, farm hands, app development, etc.
Explore: Summarize definitions with think pair share, prepare pros and possible attack against their plan.
When I observe students: Discussing the benefits of either plan.
Questions to Develop Mathematical Thinking as you observe: How could you negotiate a better commissions rate? Does this type of pay scale apply to all careers?
Homework: using graphing calculators to graph and find the points of intersection of the following piecewise graph. X< 12 y=.005x: y= 0.20x + 2.75 13<x<50: y= .40x+ (x-40)(.10)
Summarize: Which pay method is best for you? Why is the best? What types of careers would be best suited for commission sales, is that the only method to pay them? What career would be best served to be paid in a piecework rate?

Career Application(s):

- Real estate agents, farming, manufacturing, factories, journalism
- Salary calculations, overtime calculation, business payment plans, finance management, budgeting, personal

budgeting skills.

Leadership/21st Century Skills:

21st Century Interdisciplinary themes (Check those that apply to the above activity.)
x   Global Awareness   x   Financial/Economic/Business/Entrepreneurial Literacy   ☐ Civic Literacy
☐   Health/Safety Literacy   ☐   Environmental Literacy

21st Century Skills (Check those that students will demonstrate in the above activity.)

LEARNING AND INNOVATION	INFORMATION, MEDIA & TECHNOLOGY SKILLS	LIFE & CAREER SKILLS	Productivity and Accountability
Creativity and Innovation	Information Literacy	Flexibility and Adaptability	☐ Manage Projects
x Think Creatively	☐ Access and Evaluate Information	☐ Adapt to Change	x Produce Results
x Work Creatively with Others	☐ Use and manage Information	x Be Flexible	Leadership and Responsibility
x Implement Innovations	Media Literacy	Initiative and Self-Direction	x Guide and Lead Others
Critical Thinking and Problem Solving	☐ Analyze Media	☐ Manage Goals and Time	☐ Be Responsible to Others
x Reason Effectively	☐ Create Media Products	☐ Work Independently	
☐ Use Systems Thinking	Information, Communications and Technology (ICT Literacy)	x Be Self-Directed Learners	
x Make Judgments and Decisions	x Apply Technology Effectively	Social and Cross-Cultural	
x Solve Problems		☐ Interact Effectively with Others	
Communication and Collaboration		☐ Work Effectively in Diverse Teams	
x Communicate Clearly			
x Collaborate with Others			

Commissions, Royalties, and Piecework Pay

https://www.youtube.com/watch?v=p0GNYsYpdkU

6-3

Commission and Royalty

Pay based on sales

http://www.ascap.com/members/payment/royalties.aspx
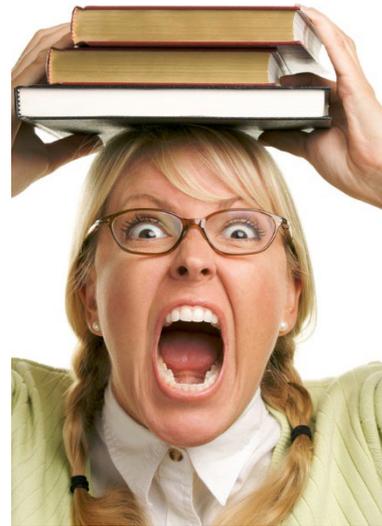
Pieceworker and Piecework rate

Pay based on items produced

Knowing yourself...

- Would you want to be paid hourly or by commission? Why?

- What advantage could piecework pay be to an employee? The employer?

Example 1

Adrianna wrote a textbook for high school students. She receives a 10% royalty based on the total sales of the book. The book sells for $47.95, and 17,000 copies were sold last year. How much did Adrianna receive in royalty payments for last year?

Xander writes math textbooks that sell for *$80* dollars each. He received a bonus of $2,500 for signing a contract, and he receives 8% commission on each book sale. What is the total amount of income Xander earns from selling *311,000* books?

Example 2

Allison sells cosmetics part-time from door-to-door. She is paid a monthly commission. She receives 11% of her first $900 in sales and 17% of the balance of her sales. Last month she sold $1,250 worth of cosmetics. How much commission did she earn last month?

Arthur sells electronics on commission. He receives 7% of his first *$1100* dollars in sales and 10% of the balance of his sales. Last week he sold *$1500* dollars worth of electronics. What was the commission he earned last month?

EXAMPLE 3

Kate works in a dress factory that makes dresses for designer boutiques. She is paid a piecework rate of $85 per unit (piece) produced. Yesterday she made 3 dresses. How much did she earn?

Martin writes magazine articles. He is paid a rate of *$933* dollars for each article he writes. Last year he wrote *38* articles. What was his total piecework earnings?

EXAMPLE 4

Tony picks strawberries and gets paid at a piecework rate of 45 cents per container for the first 200 containers picked. He receives 65 cents per container for every container over 200 that he picks. Last week, Tony picked 270 containers. How much did he earn?

EXAMPLE 5

Glassman Chevrolet pays commission to its car salespeople. They are paid a percent of the **profit** the dealership makes on the car, not on the selling price of the car.

- profit is under $750, commission rate is 20%.
- profit is at least $750 and less than or equal to $1,000, commission rate is 22% of the profit.
- profit is above $1,000,the rate is 25% of the profit.
- If *x* represents the profit, express the commission *c(x)* as a piecewise function.

Find the difference between the commission paid if a Glassman Chevrolet salesman sells a car for a $750 profit compared to selling a car for a $749 profit.

$$c(x) = \begin{cases} .20x & \text{when } 0 \leq x < 750 \\ .22x & \text{when } 750 \leq x \leq 1000 \\ .25x & \text{when } x > 1000 \end{cases}$$

Let's work through what we've learned

- Pages 307-309
- 2, 5, 6, 10, 14, 24, 20 optional

Try it by yourself

7. p. 324, #7 substitute the following and solve:
  - X= $50 (book price)
  - Y= 674 (books sold)

8. p. 324, #8

Commissions, Royalties, and Piecework Pay

6-3

Commission and Royalty
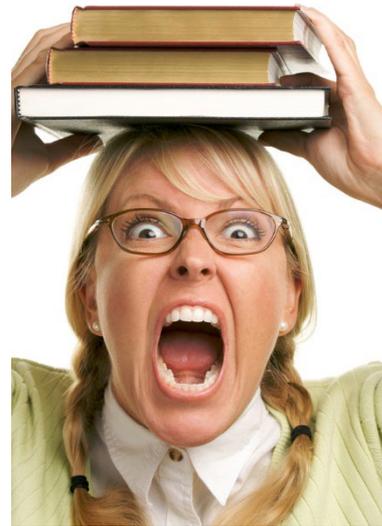
Pay based on sales

http://www.ascap.com/members/payment/royalties.aspx

Pieceworker and Piecework rate

Pay based on items produced

Knowing yourself…

- Would you want to be paid hourly or by commission? Why?

- If you are a salesperson and a lot, you may want to be paid in commissions

- What advantage could piecework pay be to an employee? If you are a salesperson and you want a constant pay check then etting a base salary may be better.

- The employer? If you are an employer, you pay a certain salary regardless if the sales person makes many sales.

Example 1

Adrianna wrote a textbook for high school students. She receives a 10% royalty based on the total sales of the book. The book sells for $47.95, and 17,000 copies were sold last year. How much did Adrianna receive in royalty payments for last year?

17,000 X 47.95X.1 = 81515

Adrianna receive in $81515 royalty payments for last year

Example 1 **Solution**

Adrianna wrote a textbook for high school students. She receives a 10% royalty based on the total sales of the book. The book sells for $47.95, and 17,000 copies were sold last year. How much did Adrianna receive in royalty payments for last year?

Solution:

Determine the total amount of sales from the 17,000 books.

17,000 X 47.95 = 815, 150

The total amount of sales is $815,150.

Multiply the total sales by the commission rate expressed as a decimal.

10% to decimal. 10/100 = .10

815,150 X .10 = 81, 515

Adrianna received $81,515 in royalty payments for the last year.

Xander writes math textbooks that sell for $80 dollars each. He received a bonus of $2,500 for signing a contract, and he receives 8% commission on each book sale. What is the total amount of income Xander earns from selling 311,000 books?

CHECK YOUR UNDERSTANDING

Xander writes math textbooks that sell for *$80* dollars each. He received a bonus of $2,500 for signing a contract, and he receives 8% commission on each book sale. What is the total amount of income Xander earns from selling *311,000* books?

Solution:

Determine the total amount of sales from the sale of 311,000 books.

310000 X 80 = 24,800, 000

The total amount of sales is $24,800,000

Multiply the total sales by the commission rate expressed as a decimal.

8% to decimal. 8/100 = .08

24, 800, 000 X .08 = 1,984,000

Add 1,984,000 to signing bonus of 2,500

1,984, 000 + 2, 500 = 1,986, 500

Xander earned a total income of $1,986, 500.

Example 2

Allison sells cosmetics part-time from door-to-door. She is paid a monthly commission. She receives 11% of her first $900 in sales and 17% of the balance of her sales. Last month she sold $1,250 worth of cosmetics. How much commission did she earn last month?

CHECK YOUR UNDERSTANDING **Solution**

Allison sells cosmetics part-time from door-to-door. She is paid a monthly commission. She receives 11% of her first $900 in sales and 17% of the balance of her sales. Last month she sold $1,250 worth of cosmetics. How much commission did she earn last month?

SOLUTION   Find the commission on the first $900 of sales by multiplying 900 by the commission rate expressed as a decimal.

$$900 \times 0.11 = 99.00$$

The commission based on the first $900 is $99.

Determine the amount over $900 by subtracting 900 from total sales.

$$1,250 - 900 = 350$$

The balance over $900 is $350.

Multiply 350 by the 17% commission rate expressed as a decimal.

$$350 \times 0.17 = 59.50$$

The commission on the balance of sales over $900 is $59.50.

Find the sum of the commission on the first $900 and the commission on the $350 balance.

$$99.00 + 59.50 = 158.50$$

The total commission for last month was $158.50.

CHECK YOUR UNDERSTANDING

Arthur sells electronics on commission. He receives 7% of his first *$1100* dollars in sales and 10% of the balance of his sales. Last week he sold *$1500* dollars worth of electronics. What was the commission he earned last month?

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Solution:

$f(x) = \{.07x + 0.10\,(y - x)$ when y > x

$\{0.07x$ when x $\geq$ y

- x represents the original sales

- y represents the second amount of sales

F(x) – represents the total amount of money earned.

- x=1100

- y = 1500

Total earned: .07 (1100) + .1(1500-1100) = 77 + 40 = 117

Arthur earned a total of $117.00 in commission.

EXAMPLE 3

Kate works in a dress factory that makes dresses for designer boutiques. She is paid a piecework rate of $85 per unit (piece) produced. Yesterday she made 3 dresses. How much did she earn?

EXAMPLE 3 **Solution**

Kate works in a dress factory that makes dresses for designer boutiques. She is paid a piecework rate of $85 per unit (piece) produced. Yesterday she made 3 dresses. How much did she earn?

SOLUTION Multiply the number of pieces, 3, by the piecework rate, which is $85.

$$3 \times 85 = 255$$

Kate earned $255 yesterday.

Martin writes magazine articles. He is paid a rate of *$933* dollars for each article he writes. Last year he wrote *38* articles. What was his total piecework earnings?

CHECK YOUR UNDERSTANDING **Solution**

Martin writes magazine articles. He is paid a rate of *$933* dollars for each article he writes. Last year he wrote *38* articles. What was his total piecework earnings?

Solution:

$$f(a) = p * a$$

- *f(a)- represents the total*

- *p- represents the amount paid per article*

- *a- represents the amount of articles written*

- $$f(38) = 933 * 38 = 35454$$

- *Martin earned $35454*

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SOLUTION Compute the piecework pay for 200 containers at a rate of 45 cents per container. Then compute the pay for the containers over 200. Add these amounts to find his total pay.

Multiply 200 by piecework pay. $200 \times 0.45 = 90$

Subtract to find the amount picked
over the initial 200 containers. $270 - 200 = 70$

Multiply 70 by additional container pay. $70 \times 0.65 = 45.50$

Total pay is the sum of the two amounts. $90.00 + 45.50 = 135.50$

Tony earned $135.50 in piecework pay last week.

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Glassman Chevrolet pays commission to its car salespeople. They are paid a percent of the **profit** the dealership makes on the car, not on the selling price of the car.

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▶ If *x* represents the profit, express the commission *c(x)* as a piecewise function.

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Solution:

$$c(x) = \begin{cases} .20x & \text{when } 0 \leq x < 750 \\ .22x & \text{when } 750 \leq x \leq 1000 \\ .25x & \text{when } x > 1000 \end{cases}$$

Find the difference between the commission paid if a Glassman Chevrolet salesman sells a car for a $750 profit compared to selling a car for a $749 profit.

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CHECK YOUR UNDERSTANDING Solution

- Solution:

- $c(x) = .20x$ $\qquad$ $x = 749$

- $c(749) = .2(749) = 149.8$

- $c(750) = .22(750) = 165$

- The difference is $165 - 149.8$

- Glassman Chevrolet salesperson makes a difference of $15.20.

Let's work through what we've learned

- ▶ Pages 307-309
- ▶ 2, 5, 6, 10, 14, 24, 20 optional

2a. 5 million
2b. 3.3 million
2c. 8.3 million
2d. $1,245,000
5. $1095
6. $2,435,000
10. $204.68
14a. $90.60
14b. $304
14c. $394.60
14d. $304

24a. 25%
24b. 23%
24c. $223.10
24d. $255.30

On your own
7. $4370.00
8. 411

Try it by yourself

7. p. 324, #7 substitute the following and solve:

   ▶ X= $50 (book price)

   ▶ Y= 674 (books sold)

8. p. 324, #8

   7. $4370.00

   8. 411

Name _____   Period _____

Directions: Answer the questions below in the space provided. Show your work to get full points for each answer and label your answers.

1. Juan is a writer who just signed with a publishing company. Juan received an advance to his book of $80,000. After the book is written he will receive 10% royalty based on the total sales of the book. The book will sell for $9.99 per hard copy and , $1.99 per download on a reader.

    a. In the first release year Juan sold 25,000 hard bound books and 36,000 books were downloaded. What was the total amount of sales (including both hard bound and downloaded sales)?

    b. How much did Juan receive in royalties last year?

2. The salespeople at Abercrombie and Fitch are paid a commission based on sales. The following piecewise function give the commission rules:

$$c(x) = \begin{cases} 0.2x \ when \ 0 \le x < 900 \\ 0.23x \ when \ 900 \ \le x < 1{,}500 \\ 0.25x \ when \ x \ \ge \ 1{,}500 \end{cases}$$

    a. Define the variable, x. What does x represent?

    b. If the sales are $1,500, what is the percent commission rate?

    c. What is the commission on total sales of $1,800?

3. Sierra is a waitress at a local diner. She earns a base salary of $10.00 an hour plus commission. She gets 15% of food sales for the first $250 and 20% on the balance of her food sales.

a. If x represents food sales, express the commission c(x) as a piecewise function.

b. On a typical 8-hour shift she sells $325 in food. What would her pay be for that day?

c. Sierra is considering changing jobs to work at the local pizza place. The pizza place doesn't pay commission or tips, only a flat hourly rate of $14.50.
   i. If she works an 8 hour shift, what would her pay be?

   ii. Which job pays more for a typical day, the pizza place or the diner?

Name _____ KEY _____ Period _____

Directions: Answer the questions below in the space provided. Show your work to get full points for each answer and label your answers.

1. Juan is a writer who just signed with a publishing company. Juan received an advance to his book of $80,000. After the book is written he will receive 10% royalty based on the total sales of the book. The book will sell for $9.99 per hard copy and , $1.99 per download on a reader.

    b. In the first release year Juan sold 25,000 hard bound books and 36,000 books were downloaded. What was the total amount of sales (including both hard bound and downloaded sales)?

    25,000 x 9.99 = 249,750
    6,000 x 1.99 = 71,640
    total sales = $321,390

    c. How much did Juan receive in royalties last year?

    Total sales = $321,390
    10% convers to .10
    Multiply total sales by .1
        321,390 X .1 = 32, 139.00
    Juan received $32,139.00

    d. How much did Juan earn total from his book?
    80,000 + 32,139 = 112,139

    Juan earned a total of $112,139 from the sale of his book.

2. The salespeople at Abercrombie and Fitch are paid a commission based on sales. The following piecewise function give the commission rules:

$$c(x) = \begin{cases} 0.2x \ when \ 0 \leq x < 900 \\ 0.23x \ when \ 900 \ \leq x < 1{,}500 \\ 0.25x \ when \ x \ \geq \ 1{,}500 \end{cases}$$

    a. Define the variable, x. What does x represent?

x = amount of sales

b. If the sales are $1,500, what is the percent commission rate?

0.23(1,500) = $345

c. What is the commission on total sales of $1,800?
0.25(1,800) = $450

3. Sierra is a waitress at a local diner. She earns a base salary of $10.00 an hour plus commission. She gets 15% of food sales for the first $250 and 20% on the balance of her food sales.

a. If x represents food sales, express the commission c(x) as a piecewise function.

$$c(x) = \begin{cases} 250(.15) & x \leq 250 \\ 37.5 + 0.20(x - 250) & x > 250 \end{cases}$$

b. On a typical 8-hour shift she sells $325 in food. What would her pay be for that day?

$37.5 + 0.20(325 - 250)$ = 37.5 + (0.20 x 75) = 37.5 + 15 = $52.50 in commission + pay

52.50 + (8 x 10) = $132.50

c. Sierra is considering changing jobs to work at the local pizza place. The pizza place doesn't pay commission or tips, only a flat hourly rate of $14.50.
   i. If she works an 8 hour shift, what would her pay be?
   8 x 14.50 = $116.00

   ii. Which job pays more for a typical day, the pizza place or the diner?
   The diner.