

WAMC Lab Template

Math Concept(s): Employment Basics – Commission & Bonuses

Source / Text: Financial Algebra

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Attach the following documents:

- Lab Instructions
- Student Handout(s)
- Rubric and/or Assessment Tool

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

This lab is a group activity that emulates a job site project. The focus is on attendance/punctuality, collaborating with others, and being responsible to others. It will also teach about commission and bonus pay.

Step 1: Divide class into groups

Step 2: They think of a Business Name and designate a Manager.

Step 3: Hand out Puzzles and they split up pieces evenly throughout the members.

Instructions: Rule 1: DO NOT TOUCH OTHER PEOPLES PIECES

Rule 2: Complete the puzzle as quick as you can.

Instructor: Two Random Wheel Spinners

1. Names of students in class
2. Reason someone would be late or miss work with a number of minutes associated that you will “take out” a member.
 - a. Example: Traffic was bad; 1 minutes
 - b. Example: Projectile vomiting; 3 minutes
3. Remind them THEY CANNOT TOUCH TEAM MEMBERS PIECES

Winner Business \$1 Million in Sales Revenue

Second Place \$500,000

Third Place \$250,000

Fourth \$100,000

Fifth \$50,000

*If you have more groups just go in descending increments.

Teams will then build a table with names, display, and calculate in EXCEL how much each member will make:

1) Each member gets 15% Commission of total sales revenue

2) Manager gets to distribute the rest of the revenue in Bonuses AS THEY SEE FIT!

(including themselves) they can base it on work ethic, contribution, participation, etc.

Lab Plan

Lab Title: Puzzle Sales Groups

Prerequisite skills: Communicate Clearly, collaborate with others, Make Judgements and decisions, percentages

Lab objective: To explore the importance of attendance and responsibility while computing salary-based commissions and bonus pay.

Standards: *(Note SPECIFIC relationship to Science, Technology, and/or Engineering)*

Mathematics K–12 Learning Standards:

- [CCSS.7.RP.A.3](#) Use proportional relationships to solve percent problems.

Standards for Mathematical Practice:

- 1. Make sense of problems and persevere in solving them
- 4. Model with math
- 6. Attend to precision
- 7. Look for and make use of structure

K-12 Learning Standards-ELA (Reading, Writing, Speaking & Listening):

- Speaking and listening. Comprehension and Collaboration
 - Work with peers to set rules for collegial discussions and decision making.

K-12 Science Standards

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Technology

3.c. Students curate information from digital resources using a variety of tools and methods to create collections of artifacts that demonstrate meaningful connections or conclusions.

Engineering

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Leadership/21st Century Skills:

21st Century Interdisciplinary themes (Check those that apply to the above activity.)

- Global Awareness 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

Creativity and Innovation

- Think Creatively
 Work Creatively with Others
 Implement Innovations

Critical Thinking and Problem Solving

- Reason Effectively
 Use Systems Thinking
 Make Judgments and Decisions
 Solve Problems

Communication and Collaboration

- Communicate Clearly
 Collaborate with Others

INFORMATION, MEDIA & TECHNOLOGY SKILLS

Information Literacy

- Access and Evaluate Information
 Use and manage Information

Media Literacy

- Analyze Media
 Create Media Products

Information, Communications and Technology (ICT Literacy)

- Apply Technology Effectively

LIFE & CAREER SKILLS

Flexibility and Adaptability

- Adapt to Change
 Be Flexible

Initiative and Self-Direction

- Manage Goals and Time
 Work Independently

Be Self-Directed Learners

Social and Cross-Cultural

- Interact Effectively with Others
 Work Effectively in Diverse Teams

Productivity and

Accountability

- Manage Projects
 Produce Results

Leadership and

Responsibility

- Guide and Lead Others
 Be Responsible to Others

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

Materials

- Numerous Puzzles
- Computers
- Instructor Computer and Screen

Set-Up Required:

- Two tabs next to each other with wheelofnames.com
 - Loaded with Names
 - Loaded with scenarios and time out

Lab Organization Strategies:

Leadership (Connect to 21st Century Skills selected):

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Cooperative Learning:

Students will be in groups with a designated manager to achieve the goal of finishing a puzzle the quickest with challenges thrown their way.

Expectations:

It is expected that students will participate and gain understanding about commission and bonus pay as well as attendance and teamwork.

Timeline:

- You can make this activity longer or shorter based on the size of puzzles and groups. The goal is to get through the entire lab with application in 1 class period. You could expand it into two with activity day 1 and application day 2.

Post Lab Follow-Up/Conclusions:

Discuss real world application of learning from lab

Career Applications

- Link the correlation between this activity and a real business.
- Talk about management decision making.
- Compare and contrast what they have learned about attendance for school vs now the workplace.

Optional or Extension Activities

- Intro to Business – Business Plan and Pay Scales
- Get out of jail free cards as incentives they can ‘reinvest’
- Manager freedoms of
- Changing groups aka employee
- Peer Evaluations (Everyone is a manager)

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