

Commission, Piecework and Leave Loading

Use this worksheet after reading the lesson to practise the key ideas and prove you can meet the success criteria.

Name _____
Date _____
Class _____

1. Key Ideas

Calculate earnings for workers paid by results, including commission structures, piecework rates, and annual leave loading.

- The formulas for flat commission, retainer + commission, and tiered commission
- Why tiered commission applies each rate only to its slice — not to the full total

2. Success Criteria

By the end, you should be able to:

- The formulas for flat commission, retainer + commission, and tiered commission
- The piecework formula: items \times rate per item
- That leave loading is 17.5% of 4 weeks' ordinary pay

3. Key Terms

Commission

Payment calculated as a percentage of sales made.

Piecework

Payment based on the number of items produced or tasks completed.

Leave Loading

An extra payment (often 17.5%) on top of normal pay during annual leave.

Retainer

A fixed regular payment plus commission, common in real estate sales.

Royalty

Payment to the owner of intellectual property based on sales or usage.

4. Activity: Build the Lesson Map

Use the lesson to complete the table. Keep answers brief but specific.

Prompt	Your answer
Main concept	
Important example	
Common mistake to avoid	
How this links to the next lesson	

5. Short Answer Questions

1. Explain this lesson goal in your own words: "The formulas for flat commission, retainer + commission, and tiered commission". Use one specific example from the lesson.

BAND 3 **2 MARKS**

2. Apply this idea to a new example: "The piecework formula: items \times rate per item". Show your reasoning clearly.

BAND 4 **3 MARKS**

3. Analyse why this idea matters for understanding Commission, Piecework and Leave Loading: "That leave loading is 17.5% of 4 weeks' ordinary pay".

BAND 5 **4 MARKS**

6. Extend: Apply the Idea

BAND 5/6

5 MARKS

A student gives a memorised answer about Commission, Piecework and Leave Loading but does not use evidence or reasoning.

Improve the answer by writing a stronger response that uses accurate terminology, a relevant example and a clear explanation.

7. Multiple Choice

1. What is the best first step when answering a question about Commission, Piecework and Leave Loading?

- A. Identify the key concept being tested
- B. Write every fact from memory
- C. Ignore the command word
- D. Skip examples and evidence

2. Which answer would show stronger understanding of Commission, Piecework and Leave Loading?

- A. An answer with accurate terms and reasoning
- B. A copied definition only
- C. A single-word response
- D. An answer with no example

3. What should you do if a question asks you to explain?

- A. Link the idea to a reason or cause
- B. List unrelated facts
- C. Only draw a diagram
- D. Write the shortest possible answer

8. Success Criteria Proof

Finish with evidence that you can do each success criterion.

SUCCESS CRITERION 1

Prove that you can: The formulas for flat commission, retainer + commission, and tiered commission

BAND 3

2 MARKS

SUCCESS CRITERION 2

Prove that you can: The piecework formula: items \times rate per item

BAND 4

3 MARKS

SUCCESS CRITERION 3

Prove that you can: That leave loading is 17.5% of 4 weeks' ordinary pay

BAND 5

4 MARKS

One thing I still need help with:
