

Grade 12 Business Mathematics

Study Guide

Commission

A **commission** is a fee that a business pays to a salesperson (agent) in exchange for his services in facilitating, supervising, or completing a sale.

Three different types of commission:

1. **Straight Commission** - also called (revenue commission) is a commission based on a percentage of sales only. (This is very profitable if you are selling high-ticket items.)

Example:

Mark receives 20% commission on the appliances he sells. If he sell a TV for ₱7,000, a refrigerator for ₱12,000, and a heater for ₱1500, how much does Mark make in commission?

Solution: Total sales = ₱7,000 + ₱12,000 + ₱1,500 = ₱20,500

Commission = ₱20,500 x 20% = ₱20,500 x 0.2 = ₱4,100

Therefore, Mark had ₱4,100 as his commission.

2. **Salary plus Commission** - a commission in which a salesperson gets his basic salary and a percentage of whatever sales he makes.

Example 2.

Mark decides to work for another company that will pay him ₱2,000 per week and 10% commission on sales above

₱20,000 for the week. If he sold goods worth ₱26,000, what is his gross pay (salary plus commission)?

Solution: Amount of goods sold minus minimum sales of ₱20,000,

= ₱26,000 - ₱20,000 = ₱6,000

His commission will be ₱6,000 x 10% = ₱6,000 x 0.1 = ₱600.

Therefore, his gross pay for the week is ₱2,000 + ₱600 = ₱2,600

3. **Graduated Commission** - a commission, which varies according to how much sales, is made.

Example 3: Mark works for a company that pays him 2% on the first ₱20,000 sold, 3% on the next ₱30,000 sold, and 5% on all sales beyond ₱50,000. What is his gross pay if he sells ₱60,000?

Solution: First commission share = ₱20,000 x 2% = ₱20,000 x 0.02 = ₱400

Second commission = ₱30,000 x 3% = ₱30,000 x 0.03 = ₱900

Third commission = (₱60,000 - ₱50,000) x 5% = ₱10,000 x 0.05 = ₱500

Therefore, his gross pay is ₱400 + ₱900 + ₱500 = ₱1,800.

Computing Commissions on Cash Basis - This type of commission is similar to computing straight commissions.

Example 4: Mark works at ABC Gadget Store. For every cash purchase of a cell phone, he gets 6.1% commission. In a particular month, he was able to sell 10 cell phones costing ₱18,000 each. How much was his total commission for such cash sales?

Solution: Total Sales = ₱18,000/cell phone x 10 cell phones = ₱180,000

Cash commission = ₱180,000 x 6.1% = ₱180,000 x 0.061 = ₱10,980

Mark had a total commission of ₱10,980.

Commission on Installment Basis

Example 5: At ABC Gadget Store, some items are paid on installment basis through credit cards. Mike was able to sell 10 cell phones costing ₱18,000 each. Each transaction is payable in 6 months equally divided into 6 equal installments without interest. Mike gets 2% commission on the first month for each of the 10 cell phones. Commission decreases by 0.30% every month thereafter and computed on the outstanding balance for the month. How much commission does Mike receive on the first month? On the second month? On the third month? On the fourth month? On the fifth month? On the sixth month? At the end of installment period, how much will be his total commission?

Solution: First month commission: ₱18,000/cell phone x 10 cell phones x 0.02 = ₱3,600

Second month commission: ₱15,000/cell phone x 10 cell phones x (0.02 - 0.003) = ₱2,550

Third month commission: ₱12,000/cell phone x 10 cell phones x (0.017 - 0.003) = ₱1,680

Fourth month commission: ₱9,000/cell phone x 10 cell phones x (0.014 - 0.003) = ₱990

Fifth month commission: ₱6,000/cell phone x 10 cell phones x (0.011 - 0.003) = ₱480

Sixth month commission: ₱3,000/cell phone x 10 cell phones x (0.008 - 0.003) = ₱150

His total commission for six months is ₱9,450.

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