Finding a Job
MAC 1105
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In the situation our economy is going through, getting a good and steady job is crucial for any person.

Let’s consider the following situation:

You have been offered a job as a sales representative in a Company “A” where the base salary is $7,800 per year and the commission rate is 11.8%. There is a second Company “B” you are considering working for. This company sells encyclopedias. You want to compare both companies in terms of your expected income. The information you got from this Company “B” is not immediately comparable with that one from Company “A”. You need to process it to make them comparable.

You found out that all starting representatives receive in Company “B” the same annual base salary and a standard commission of a certain percentage of the sales they make during the first year. You have been told that one representative sold $50,000 worth of encyclopedias her first year and that she earned $14,000. You were able to find out that another representative sold $80,000 worth of encyclopedias and that he earned $17,600.

a) What should be the information you need about Company “B” so that you can compare these two Companies?
b) Write this problem algebraically?
c) What would be the variables and what the equations?
d) Is it possible that the base salary at Company “B” is $8,500 and the commission rate 13%? Why?
e) What is the base salary and commission rate at Company “B”?
f) Which of these two companies would be the best choice in terms of the income?

This assessment is graded using the college-wide rubric for LO 2.