

Name \_\_\_\_\_

## Target Sales Answer Key

1. \$3,000.00
2. \$4,000.00
3. \$9,000.00
4. \$12,000.00
5. \$10,000.00
6. \$12,000.00

### Teacher's Guide

- Quick implementation: Review that students are working backward. Convert the commission rate to a decimal, then divide the target commission by that decimal.
- Differentiation: Give students needing support the decimal form of each rate. Challenge advanced students to verify each answer by multiplying the sales amount by the original rate.
- Engagement: Present the six amounts as sales targets employees must reach to earn their desired commissions.
- Extension: Ask students to choose one target commission and determine the sales needed if the commission rate increased by 1 percentage point.