



# How Are You Getting Paid? | Lesson Plan

What are the different types of compensation I can receive?

---

Students learn what income is, distinguish different types of income, and examine how to calculate total compensation for employment.

## Learning Objectives:

- Define what income is.
- Define key terms associated with income, including total compensation, commission, benefits, overtime, and salary.
- Distinguish the different types of income, such as commission-based and tip income.
- Discover actions to calculate total compensation for employment in the future.

## Key Vocabulary:

- **Commission:** Based on a percentage of goods or services sold.
- **Salary:** Expressed as an annual amount, often with perks.
- **Benefits:** All forms of compensation with monetary value.
- **Total Compensation:** Base wage plus all additional income and allowances.
- **Overtime:** Time worked past 40 hours per week.

**Educational Standards:** CCRA.R.7, CCRA.R.10, CCRA.W.2, CCRA.W.4, CCRA.W.7, CCRA.SL.1, CCRA.SL.2, CCRA.L.6

**Academic Subject Areas:** Financial Literacy, Decision Making, Personal Responsibility, Personal Finance

## What You'll Need

- Video: *Ca\$h Cour\$e: How Are You Getting Paid?* (Watch [Here](#))
- Worksheet: *Ca\$h Cour\$e: How Are You Getting Paid?* (Click [Here](#))
- Use classroom whiteboard and dry-erase markers (Or use a technology solution if available).

## Lesson Plan (45 mins.)

Warm-Up: (10 mins.)

1. Present a scenario to the students: Imagine being offered a job emptying classroom trash cans and sweeping the floor daily. Encourage them to think about how much they believe this job should pay.
2. Introduce a twist to the scenario: The option to leave school a half-hour early or come in an hour later instead of monetary payment. Discuss with the students whether this



alternative compensation would change their decision to take the job, highlighting how different forms of compensation can affect job choices.

3. Explain that the value of non-monetary offers can influence job decisions. This is common in real-world job negotiations, where benefits add value to job offers. Encourage students to share their knowledge about how workers get paid, noting down their responses on the dry-erase board.

Watch and Apply: (25 mins.)

1. Inform the class that they will watch *Ca\$h Cour\$e: How Are You Getting Paid?* to understand various aspects of job compensation.
2. Hand out the "Ca\$h Cour\$e: How Are You Getting Paid? Worksheet" for students to complete individually, allowing about 10 minutes.
3. Review the worksheet answers together, discussing any areas of difficulty and ensuring a thorough understanding of the topic.

Wrap-Up: (10 mins.)

1. Invite students to share new things they learned about compensation, focusing on the importance of understanding different forms of compensation and income.
2. Revisit the list made on the dry-erase board before watching the video. Update or complete it with the new information gathered from the video and class discussion.

**Don't have time for the full lesson? Quick Activity (10-20 mins.)**

Distribute the worksheet and allow students to complete it while they follow along with the video. Or, have students watch the video at home and use the worksheet as a quick quiz the next day in class.