**Part 6 - material for practicing**

Answer the following questions:

Explain the principle of commissions wage?

What are the advantages of commissions wage?

What are the disadvantages of commissions wage?

Where in real practice commissions wage is used?

What are the kinds of commissions wage?

1. The employee sells New Holland agricultural machinery (plows, presses, .....). Employee is remunerated by time wage with turnover commission. Its time wage is determined by a wage tariff of CZK 20,000 / month. Calculate his salary if he sold machines for 590,000 CZK in the current month. The company has a commission rate of six months and is derived from half-yearly planned turnover indicators of CZK 3,500,000, wage funds for surcharges of a tariff nature and a variable part of wages in the range of CZK 87,500.-
2. What earnings an employee of the plumbing company Hammer will achieve, whose earnings depend on the sales achieved. Expected monthly earnings in the company is 28 000 CZK and monthly sales 160 000 CZK. What will be the salary of an employee if in the month of March will reach sales of 250 000 CZK.
3. The seller of PEPA insulating materials is rewarded with a time wage supplemented by a sales commission. It is included in the 2nd tariff level with a wage tariff of 24,500 CZK / month. The commission rate is valid annually and is derived from annual planned indicators - sales of CZK 3,500,000, - and variable salaries of CZK 113,750, -. In the calculated month the employee achieved a turnover of 380 200, - CZK. What will be the wage of the monitored employee?

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