**Percent Markups**

In this lesson, students solve a multi-step problem by identifying percent markups of a whole and calculating a final sale price.

### CCSS CONNECTIONS
- Find the percent of a quantity as a rate per 100, and solve problems. 6.RP.A.3c
- Use proportional relationships to solve multi-step ratio and percent problems. 7.RP.A.3
- Understand a problem context by rewriting expressions in different forms. 7.EE.A.2

### LANGUAGE SUPPORT

**MATH TERMS**
- **percent**: part per 100
- **identity property**: multiplying a number by 1 generates a product of 1

**ACADEMIC LANGUAGE**
- **sale price**: price of clothes sold by stores to customers
- **wholesale price**: price of clothes sold by designers to stores

### SET UP

**Introduce Chapter 5 from Math Meets Fashion.**

Ask questions to review Lesson 3 and connect to Lesson 4.

For example: **How did we use proportional reasoning to calculate how much fabric Jessalyn could buy?**
(We used proportional reasoning by identifying the unit price per \( \frac{1}{4} \) yd; by using a ratio; or with mental math.)

**How do you think designers choose a price to sell their clothing?** (They add up the costs of paying their employees and buying materials, and include a profit.)

Review the definitions of **wholesale price** and **sale price** with students, and point out the difference between the two terms.

### PLAN

**Create a plan to solve the problem.**

Jessalyn spends $50 to make a dress. She wants to make a 60% profit on the wholesale price. The store will add a 50% markup to the wholesale price. Find the wholesale price and the final sale price of Jessalyn’s dress.

Read the problem aloud to students. Ask students to analyze the information in the problem, and use logical thinking to break it down into parts.

For example: **What is the problem asking us to find?** (the wholesale price and the final sale price of Jessalyn’s dress)

**How can you begin solving the problem?**
(Calculate the wholesale price: find 60% of $50, and then add the markup.)

Guide students to represent the unknown quantity with a variable, where \( c = \) cost of the dress. \( c + 0.6c = 1.6c \)
### Solve

Have student pairs solve the problem as you circulate.

Encourage students to come up with multiple strategies, and represent the problem situation in different ways. Guide students to work backwards to check their work.

#### Support

Ask questions based on common errors to support student understanding.

- Why do you need to find the wholesale price before you can find the sale price?
- How could you draw a model of the problem?
- Could you use a different solution strategy?
- How can you check your work?

#### Extend

Ask questions to encourage students to extend their thinking.

- Did you represent the two percentages as fractions or decimals? Why?
- Why is it important to identify the percentage of two different wholes?
- What common error do you think someone could make when solving this problem?

### Share

Have students present their solutions.

Ask students from each pair to explain their solutions to the class. Show at least two different approaches to solving the problem, and one incorrect solution. To extend classroom discussion, call on students to explain the reasoning of the student who is presenting.

**Possible student work:**

<table>
<thead>
<tr>
<th>Wholesale price ( (W) )</th>
<th>$160% \text{ of } $50</th>
</tr>
</thead>
<tbody>
<tr>
<td>( W = 1.6c )</td>
<td>( = 1.6 \times $50 )</td>
</tr>
<tr>
<td></td>
<td>( = $50 + $30 )</td>
</tr>
<tr>
<td></td>
<td>( = $80 )</td>
</tr>
</tbody>
</table>

Cost of dress \( (c) \rightarrow $50 \)

Final sale price \( \rightarrow 150\% \text{ of } $80 \)

\[ = 1.5 \times $80 \]
\[ = $80 + $40 \]
\[ = $120 \]

**Play the Chapter 5 Solution from Math Meets Fashion.**

Have students complete the Practice and Reflect sections on Student Page 2.

### Homework Ideas

**Have students plan a pricing strategy!**

Students choose an item and plan a wholesale and a sale price.

- How much does the item cost to make?
- What is your profit as a percentage?
- What is the store profit from the sale price?
Percent Markups

Jesselyn spends $50 to make a dress. She wants to make a 60% profit on the wholesale price. The store will add a 50% markup to the wholesale price. Find the wholesale price and the final sale price of Jessalyn’s dress.

PLAN
Create a plan to solve the problem with your partner.

SOLVE
Use your plan to solve the problem.
Jessalyn spends $75 to make a winter coat. She makes a 40% profit on the wholesale price. The store adds a 35% markup to the wholesale price to create the sale price. Find the difference between the final sale price and the cost of making the coat.
Jessalyn spends $50 to make a dress. She wants to make a 60% profit on the wholesale price. The store will add a 50% markup to the wholesale price. Find the wholesale price and the final sale price of Jessalyn’s dress.

The original cost of the dress is $50.

I will draw models to show the percentage profit on the cost of making the dress, and the percentage profit on the wholesale price.

First, I find 60% of $50, and add this markup to $50 to find the wholesale price.

Then, I find 50% of the wholesale price, and add this markup to the wholesale price.

The wholesale price of Jessalyn’s dress is $80, and the final sale price is $120.
Jessalyn spends $75 to make a winter coat. She makes a 40% profit on the wholesale price. The store adds a 35% markup to the wholesale price to create the sale price. Find the difference between the final sale price and the cost of making the coat.

First, I add the 40% profit markup to the cost of making the coat to find the wholesale price. Then, I add the 35% profit markup to the wholesale price to find the sale price. Finally, I find the difference between the final sale price and the original cost.

\[
\text{Cost of coat} \rightarrow $75 \\
\text{Wholesale price} \rightarrow $75 + 40\% \text{ of } $75 \\
\frac{40}{100} = 0.4 \\
0.4 \times $75 = $30 \\
$75 + $30 = $105 \\
\]

\[
\text{Final sale price} \rightarrow $105 + 35\% \text{ of } $105 \\
\frac{35}{100} = 0.35 \\
0.35 \times $105 = $36.75 \\
$105 + $36.75 = $141.75 \\
\]

\[
\text{Difference between the final sale price and the cost of the coat} \rightarrow $141.75 − $75 = $66.75. \\
\]

**Reflect**

**How could you use variables to represent the quantities in the problem?**

I could use variables to represent the quantities by writing the equation \( w = 1.40c \), where \( w \) = wholesale price and \( c \) = the cost of the coat.

**How would you explain the problem to a younger student?**

I would explain the problem by drawing a model to represent the quantities in the problem, and show how the quantities change.