

## Unit 10 — Earnings and Rewards



### Appraisal

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a formal assessment meeting between management and an employee to discuss work performance

"During Martin's appraisal he asked for an increase in his salary."

### Bonus

an extra amount of money paid to an employee on top of their normal salary

"Traditionally, small companies paid bonuses once a year before Christmas."

### Commission

an extra amount of money paid to an employee for closing a sale

"Salesmen receive a 5% commission on all sales."

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