

New world

New skills

Teacher Notes: Work and Money

PwC Primary School Toolkit



Teacher Notes

Overview and Purpose

This session is designed to give students an insight into how money and salaries work. It helps the students understand how the jobs we do help to earn money and why people get paid different amounts.

It also helps the students start to think about the types of jobs they would like to pursue when they are older.

Objectives

By the end of the session, students will:

- Know what a salary is and how they can earn one
- Learn about different jobs and why they pay more or less than others
- Understand why people have jobs

Key Vocabulary

Salary - Salary is the money paid to you from your employer (the company you work for) for the hours/days you work. Other words for salary include Wage and Income.

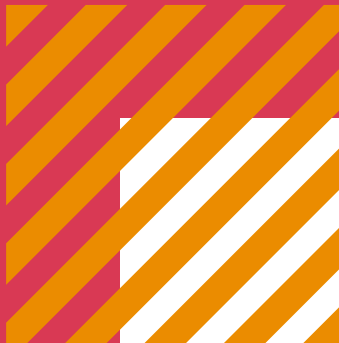
Employer - A person or an organisation that employs people, usually for a salary or wage

Employed - having a job working for a company or another person

Full time - full time work requires the employee to work a minimum of 35-40 hours per week

Part time - the employee works less hours than what is considered full time at their place of work, usually this is less than 35 hours per week

Work benefits - cash or non cash bonuses the employer gives to their employees outside their salary. These help motivate and reward employees



Preparation / Materials Needed

- ☐ Chart Paper
- ☐ Marker pens
- ☐ A whiteboard/blackboard/smartboard
- ☐ Download the session PowerPoint

Lesson structure

Getting started (10 mins)

- Introduction to the session
- Objectives

How do we earn money? (10 mins)

- How do the students earn money?
- How could the students earn money?

Understanding Salary (20 mins)

- What is a salary?
Introducing different jobs and their respective salaries
- Understanding salary

Jobs and Opportunities (10 mins)

- What jobs would the students like to do in the future

Wrap up and reflection (5 mins)

- Reflection on the lesson
- Time for questions

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Introduction: (10 mins)

- Share **slide 1** with the students and introduce the session (**1 minute**). Explain that in today's session, we're going to be thinking about how we earn money and the link between work (i.e. the jobs that people have) and money.
- Move to **slide 2** and share the objectives of the session with the students. (**3 mins**).

Earning money (10 mins)

- Explain to student the first section of the session is about earning money (**1 min**)
- Move to **slide 4**. Ask for a show of hands to indicate who currently earns or receives money. Then, in pairs/small groups, ask the students to list all the ways they earn money or could earn money. Children to share some of their ideas with the class.
- Move to **slide 5**, which shows some of the different ways you might earn or receive money. Ask the students if this is how adults they know / older family members earn money. (**5 mins**)
- **Move to slide 6**, explain to the students what it means to work and the different ways people do this - full time part time etc. If you choose to enter further education (for example, attending university after A-Levels), you may not start working until 18 or 21, or beyond. Also explain that some people cannot work so receive money through special provisions, known as benefits. You can start working as young as 13, but there are very strict rules around this. [**1**] (**5 mins**)

Understanding Salary (15 mins)

- Now that we've considered how we can earn money, we're going to have a think about salaries.
- Move to **slide 8** and explain what a salary is and that this depends on many factors - role, location, hours worked (**2 mins**)
- Move to **slide 9** and explain that different roles earn different salaries - highlight how this varies for different roles. It's also important to highlight that these are average salaries and reflect an annual salary, i.e. the amount you earn across the whole year. (**2 mins**) [**2**]
- Move to **slide 10**. Explain how we have just seen that different roles have different salaries. Ask the students why they think this might be? Why are some higher and some lower? Ask the students to share their thoughts with the class. (**5 mins**)
- **Slide 11** explains there are two main factors which determine a salary; skills (qualifications, technical skills etc.) and grade (level within the organisation). Use the example of a footballer to demonstrate how a more skilled footballer would get paid more. Compare a headteacher to teacher to show how grade affects salary. (**5 mins**) There are lots of other factors that determine a salary, but this should demonstrate the point simply. For example, performance in role, differences between company, time in role etc.

Jobs and Opportunities (20 mins)

- (**Slide 12**) We've now learnt how salaries can vary based on the job you do, and some of the reasons for this. Now, let's have a think about what you would like to do when you are older.
- Move to **slide 13** and ask the students to think about what career they would like to pursue. Ask them to consider their interest and passions but also pay and desired lifestyle. Ask them to think about the other questions on the slide before discussing in pairs or small groups. (**5 mins**)
- Move to **Slide 14** and ask the students to think about why people have jobs or what the benefits are of having one. Ask the class to share their thoughts (**5 mins**)
- **Slide 15** explains how having a job and earning a salary allows us to do some of the things we enjoy. (**5 mins**)
- **Slide 16** is important - ensure you remind the students that 'their world is their oyster', they can set high goals and aspirations and achieve them with hard work and dedication. (**5 mins**)

Wrap up and reflection (5 mins)

- Wrap up the session and ask the students if they have any questions.
- Some suggestions to evidence your students' learning include:
 - Ask students to explain one way that work and money are related
 - Ask students to explain the benefits of having a job and/or earning money
 - Ask students to reflect on one key takeaway from the session, related to work and money

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References

[1] Child employment: <https://www.gov.uk/child-employment> Accessed Nov 2023

[2] Teacher and lecturer data taken from the 2019 HE Single Pay Spine and the typical 2019/20 university grade system
Vet, doctor, army officer, scientist taken from: <https://nationalcareers.service.gov.uk/explore-careers>, Accessed Nov 2023,

Artist, singer, police taken from: <https://careersmart.org.uk/> Accessed Nov 2023

Gamer salary taken from <https://www.checkasalary.co.uk/salaries/gaming> Accessed Nov 2023

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