Their intention is for the increase

- דעתייהו אעילויא

Overview¹

תוספות discusses under which circumstances is דעתייהו אעילויא relevant (in the case where the בעה"ב said 'three' and the agent said 'four').

....

באמר להו שכרכם עלי איירי² -

The גמרא is only discussing a case where the agent said to the workers שכרכם עלי ישכרכם על בעל הבית מאי נפקא מינה אי דעתייהו אעילויא 3 . For if the agent told the workers שכרכם על בעה"ב, what difference is there if we assume (that 3 עשמר בעה"ב means), or if we assume (that it means),

'we believe you that this is what the בעה"ב said'⁴ -

דבעל הבית לא ישלם להם אלא מה שהתנה. רבינו יצחק וכן רבינו חננאל:
Since in any event the בעה"ב will only pay what he stipulated; three. This is the view of the ר"י and also the ד"ה.

Summary

The פשיטא of the גמרא (and certainly the following query) is only in the case of wcrca yd.

Thinking it over

In the case of שכרכם עלי, which of the two interpretation of 'כמו שאמר בעה"ב, is more appropriate; that 'we believe you this is what the בעה"ב said', or 'if the בעה"ב said more, we want the higher wage'?

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¹ See 'Overview' to previous תוס' ד"ה ואזיל.

 $^{^2}$ Therefore since he said שכרכם שלי and when they said כמו שאמר בעה"ב they meant אעילויא, therefore the agent will be required to pay them the extra זוז from his own pocket.

³ This is not like שכרכם על בעה"ב who maintains that we may be discussing a case of שכרכם על בעה"ב and it is relevant regarding חנספות. However תוספות (presumably) maintains that since this שלים is an introduction to the subsequent query (in a case where the בד' said בעה"ב and the שלים said (בג'), where the issue is regarding payment only (not regarding nutrially), therefore we should assume that the introductory case of ששיטא is also only regarding payments, but not תערומות.

 $^{^4}$ See previous תוס' ד"ה ואזיל TIE footnote # 5.

⁵ See previous תוס' ד"ה ואזיל.

⁶ See גאוו צבי.