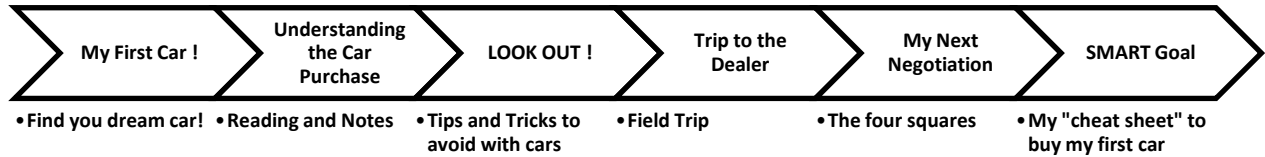


Buying my first car: Project Outline



GOAL

Students will learn about the entire car buying process and develop an individual negotiation strategy when making their first new car purchase.

1 My First Car

GOAL: *Understand the prices, options and numerous offerings of used and new cars as well as the impact your credit score has on your monthly budget.*

Assignment:

Students will use kbb.com or edmunds.com to research the type of car they would be willing to purchase at age 25. Students will determine its actual monthly and total cost using the car payment calculator.

2 Buying the Car

GOAL: *Review the entire process and discover each of the steps and types of decisions necessary when making an auto purchase.*

Assignment:

Students will read about the car buying process including financing options, owning vs. leasing and how to get a good deal. Students will summarize their findings.

3 Confessionals

GOAL: *Learn how to spot tricks and fraudulent practices used in the auto industry by reading confessionals.*

Assignment:

Students will work in groups of four to examine the tricks and fraudulent practices from a car salesman, tire salesman, auto-body shop and dealer service shop. Each group will prepare a "TOP THINGS TO KNOW" flyer as a guide for other students.

4 Negotiating a Deal

GOAL: *Understand two basic differences in negotiating in general and then how a car dealer typically negotiates.*

Assignment:

Students will review the basic negotiation strategies and then examine how to complete an auto purchase negotiation using the four squares approach typically used by car dealers.

5 SMART Goal

GOAL: *Write a SMART goal for your next auto purchase.*

Assignment:

Students will write a SMART goal that addresses these car buying issues:

- How and what to research
- Tips and Tricks to be ready for
- What to prepare before going to the dealer
- Styles of Negotiation
- Understanding the 4-squares
- Impact this will have on my monthly budget

6 Trip to the Dealer (Extra Credit)

GOAL: *Learn how a reputable dealer is able to deliver a high-quality car buying experience and to gain exposure to the dealership.*

Assignment:

Students will take a field trip to Joe Basil Chevrolet. Students will have prepared questions regarding Financing, Used Car Valuation, Auto Service, Incentives and the Negotiation process. Students will earn the opportunity to take a test drive.