

Rick Everett, Charleston High School

Multidisciplinary Unit Template

Authors: Rick Everett

Title: Purchasing a New or Used Vehicle

Curriculum: Social Studies

Grade Level Span: 12

DESCRIPTION: Students will work in groups to discover, where, and at what varied costs, new and used vehicles may be purchased.

LEARNING OUTCOMES:

Define and discuss the following terms: odometer, cosmetic surgery, diagnostic center, sticker shock, dealer markup, fsbo, depreciation, pre-owned, msrp, optional equipment, and more

Compare and contrast sources for the purchase of vehicles.

Dramatize pros and cons for each source.

Locate sources on the Internet that give values of vehicles.

Submit short paper **differentiating** those sites and the NADA book.

Evaluate the price of a car assigned by the teacher. One new, one used and one of the group's choice.

Develop a power point presentation illustrating at least three influences, found in researching, on market price of a vehicle.

Chart the value, each year, of a teacher assigned vehicle, driven 12,000 miles each year for 5 years.

Formulate a proposed purchase-sell plan using the above.

Calculate difference in total payments when a larger down payment is made.

Each group will **Formulate** a hypothesis as to why some individuals make a large down payment and others do not.

Chart difference in total price when paying for a vehicle loan over 36 months verses 72 months.

Each student will submit a paper **Supporting** the idea that when buying a vehicle "knowledge is power".

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ASSESSMENT:

(How will you assess the students' learning? What criteria will you use? If you have a rubric, record it here. Be as specific as possible.)

Self-assessment.

Teacher developed rubric announced before each assignment will be used to evaluate all activities. Groups will evaluate themselves on cooperative grouping work along with the instructor's input.

HOOK:

(How will you grab the learners' interest? Why would a student want to do this unit?)

The purchase of a vehicle is a very important acquisition to most consumers. Seniors in high school are at an age where it may even seem more important. This is a worth-while activity to illustrate the financial cost of such purchases.

TOOLS AND RESOURCES:

(List all Web sites, specific software and hardware, and other needs.)

Microsoft Word, Excell, Power Point will be used by students. Edmunds. Com <http://www.edmunds.com/> and Yahoo Autos <http://autos.yahoo.com/> are the web sites used in this unit. NADA Book, Consumer Reports, Charleston Times-Courier, Decatur Harold will also be utilized.

TEACHING AND LEARNING EVENTS:

(What important content will you teach in this lesson/unit in order for students to meet the learner outcomes? How is technology integrated within this project?)

1. Cooperatively students will define words and phrases associated with the purchase of a vehicle.
2. Using the Internet, students will define the value of assigned vehicles.
3. Groups of students will produce a power point presentation that illustrates various effects on the price of vehicles.
4. Students will chart the depreciation of a car over a five year period.
5. Teams will create purchase-sell plan showing the best time to trade a vehicle.
6. Using web sites, calculators or tables, students will calculate difference in total payments when a larger down payment is made.
7. groups will formulate a hypothesis as to why some make large down payments and others do not.
8. Using visuals, students will show the difference in cost when paying for a vehicle loan over 36 months verses 72 months.
9. Individuals will submit a paper, entitled "Knowledge is Power", discussing all of the above activities

REFLECTION:

(What do you find most valuable in this lesson? Any concerns?)

This is a very practical activity. Students will go through this very same activity numerous times in their adult lives. They were very involved, especially when looking up the value of their current vehicles. Many were very disappointed in the listed dollar amount. Some could not find their vehicles because they were too old for the listing.

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