Unit 9: Purchase and Resale

Content Area: **Applied Technology**
Course(s):
Time Period: **Marking Period 2**
Length: **2 weeks**
Status: **Published**

Brief Summary of Unit

In this unit, students will learn about buying and selling an automobile. They will learn how to inspect a vehicle prior to purchasing, how automotive values are determined, how to negotiate a fair price, what a title is and how to read it, and how to register and insure a vehicle.

Revised July 2023

Essential Questions/Enduring Understandings

Essential Questions

- Why can't you buy a car based only on appearance or price?
- Why is it important to be able to communicate with people during the purchase and resale?
- What questions should you ask and what information should you provide or be provided when purchasing or selling a car?

Enduring Understandings

- research into and inspection of a vehicle prior to purchase will help to prevent dealing with surprise costs and problems later.
- being able to communicate effectively with people when buying or selling a vehicle will save money, time, and confusion.
- doing research prior to making an offer will help them negotiate a fair trade, sale, or purchase of a vehicle.
- buying, selling, and trading in a vehicle is something that they will have to do at some point, and knowing how to do it will save them time, money, and frustration.

Objectives

Students will know:

how to inspect a vehicle prior to purchase

how to determine a fair price for a vehicle

how insurance companies determine how much to charge for a particular vehicle.

Students Will Be Skilled At

the important questions to ask when purchasing a vehicle

important information to provide a buyer when selling a vehicle

how to register a vehicle

how to read a vehicle title.

Assessments

Formative

- Answer essential questions
- Participate in class discussions
- Demonstrate proper and safe work habits daily.

Summative

- Section Quizzes and Tests

Benchmark

- Hands on performance of Job Sheets
- Final Exam/Mid Term Exam

Alternative

- Verbal test
- Power points the student created that shows an understanding of unit.

Learning Plan

•Preview the essential questions and connect them to learning throughout the unit.
•Teacher presentation and student research into buying and selling a vehicle.
• Modern Automotive Technology workbook and textbook assignments.
• Hands-on job sheet on auto inspection prior to purchasing.
• Role play activity- inspection and purchasing of an automobile.
• Writing prompt on issues surrounding buying and selling an automobile.
•Written test on issues surrounding buying and selling an automobile.
• Written test on issues surrounding buying and selling an automobile.

• Closing discussion.

Materials

- Textbook: Modern Automotive Technology
- Shop/Customer Vehicles
- Automotive Lifts and Equipment
- Recycled/New Automotive Components
- All Data (Online Automotive Diagnostic Tool)

Standards

LA.RI.11-12.4	Determine the meaning of words and phrases as they are used in a text, includin figurative, connotative, and technical meanings; analyze how an author uses and refines the meaning of a key term or terms over the course of a text (e.g., how Madison defines faction in Federalist No. 10).
LA.RST.11-12.2	Determine the central ideas, themes, or conclusions of a text; summarize complex concepts, processes, or information presented in a text by paraphrasing them in simpler but still accurate terms.
LA.RST.11-12.4	Determine the meaning of symbols, key terms, and other domain-specific words and phrases as they are used in a specific scientific or technical context relevant to grades 11-12 texts and topics.
LA.RST.11-12.7	Integrate and evaluate multiple sources of information presented in diverse formats and media (e.g., quantitative data, video, multimedia) in order to address a question or solve a problem.
CRP.K-12.CRP8	Utilize critical thinking to make sense of problems and persevere in solving them.
CRP.K-12.CRP8.1	Career-ready individuals readily recognize problems in the workplace, understan the nature of the problem, and devise effective plans to solve the problem. They are aware of problems when they occur and take action quickly to address the problem; they thoughtfully investigate the root cause of the problem prior to introducing solutions. They carefully consider the options to solve the problem. Once a solution is agreed upon, they follow through to ensure the problem is solved, whether through their own actions or the actions of others.
CAEP.9.2.12.C.3	Identify transferable career skills and design alternate career plans.
TECH.8.1.12	Educational Technology: All students will use digital tools to access, manage, evaluate, and synthesize information in order to solve problems individually and collaborate and to create and communicate knowledge.
TECH.8.1.12.A	Technology Operations and Concepts: Students demonstrate a sound understanding of technology concepts, systems and operations.
TECH.8.1.12.B	Creativity and Innovation: Students demonstrate creative thinking, construct knowledge and develop innovative products and process using technology.
TECH.8.2.12	Technology Education, Engineering, Design, and Computational Thinking - Programming: All students will develop an understanding of the nature and impact of technology, engineering, technological design, computational thinking

	and the designed world as they relate to the individual, global society, and the environment.
TECH.8.2.12.A	The Nature of Technology: Creativity and Innovation: Technology systems impac every aspect of the world in which we live.
TECH.8.2.12.B	Technology and Society: Knowledge and understanding of human, cultural and society values are fundamental when designing technology systems and product in the global society.

Suggested Strategies For Modification

https://docs.google.com/spreadsheets/d/1uiLPbTXK4FZS_Pj1-X11O_BGMLz19ri5fVsil6XbSy0/edit?usp=sharing