

Car Leasing and Buying Comparison

Activity Summary

- In this activity students will:
- ♦ Investigate the features of leasing a vehicle, compare leasing and buying a vehicle, and investigate the advantages of buying a used car using a variety of sources (i.e. internet, trade papers, newspapers)
 - ♦ Compare three used vehicles to purchase and make a decision on the best choice
 - ♦ Create and post an advertisement for an **Essential Skill** using a used car advertisement as a model
 - ♦ Compare advertisements of **Essential Skills**, decide on the best skill to “purchase” and provide justification for the purchase of the skill

Prior Knowledge

- **Essential Skills** including all subcategories
- Use of internet (optional)

Teaching Planning Notes

- Review assignment including prior knowledge required and assessment and evaluation tools
- Provide students with computer access or paper copies of the information required for the assignment
- Although the assignment specifies particular web-sites and requires computer access, teachers may go to each website, extract the information needed, and create a class set of documents for the purposes of this assignment. Other print sources may also be used, such as trade papers, textbooks and local newspapers. Websites used are:
 - www.leaseguide.com
 - www.edmunds.com/advice/buying/articles/43091/page002.html
 - www.autotrader.ca
- Before moving on to the creation of the **Essential Skills** ad, review the features of a used car ad, discussing what other comments are made in ads to “sell” the product
- Provide students with an **Essential Skills** list including subcategories from Teacher Resource Page at the end of this resource binder.
- Provide students with markers and chart paper or 11" x 17" paper for creating the **Essential Skills** advertisement
- Option: students may call or visit nearby car dealerships to find information about the three used cars



FOCUS ON LEARNING

Essential Skills:

Reading Text

Internet Research

Document Use

All Worksheets

Writing

Advertisement
Purchase Form

Oral Communication

Advertisement

Thinking Skills

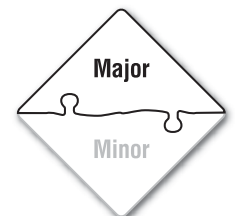
All Activities

Working with Others

Advertisement

Computer Use

Car Leasing and
Buying Activity Sheets



Assessment of Student Achievement

| Task | Tool / Type |
|---|--|
| Complete Worksheets | Car Trouble? Leasing a Car Worksheet (Formative) Car Trouble? Used Car Worksheet (Formative) Car Trouble? Finding a Used Car Worksheet (Formative) |
| Essential Skills Advertisement and Skill Purchase Form | Car Trouble? Skill-Trader & Buyer Checklist (Formative) |

Activities and Assessment Materials

- Car Trouble? Assignment Sheet
- Leasing a Car Worksheet
- Used Car Worksheet
- Finding A Used Car Worksheet
- Skill Purchase Form
- Skill-Trader and Buyer Checklist

Car Trouble?

Should I buy or lease a new car? Should I buy a used car? Tough questions, but, through the investigation of various internet sites, you will compare the features of leasing and buying and find a possible used car that is right for you.



Do I Use **Essential Skills**? With a partner you will consider the **Essential Skills** master list to create a “Used **Essential Skills**” advertisement. All the ads created will be posted in the classroom and you will decide which skill you would like to buy.

Task 1: Investigating

Complete the sheets titled “Leasing a Car” and “Used Car” using the Internet or print resources provided.



Task 2: Skill-Trader

Working with a partner, suppose you were working for “Skill-Trader” magazine that sells “Used **Essential Skills**”. Create a used skill advertisement on chart paper using a used car ad as a guide. Your advertisement should include the following information:

- Used **Essential Skills** (make)
- Subcategory (model)
- The skill’s value to you (price)
- How much you’ve used the skill (mileage)
- Other comments on your skill to help sell it
- Photo of your “Used **Essential Skill**” (be creative, or use a car photo)
- Post your skill ad on the “Skill-Trader” bulletin board.

Task 3: Skill-Buyer

Suppose you are a buyer, looking to purchase a “Used **Essential Skill**”. Look at the completed advertisements and carefully select the skill that is best for you. Complete the skill purchase form.

Car Trouble? Leasing A Car Worksheet

Go to www.leaseguide.com

Click on **What is Leasing?**

- What does it mean to lease? _____

- What happens at the end of the lease? _____

Go to www.edmunds.com/advice/buying/articles/43091/page002.html

Click on **Tips and Advice → Ten Steps To Buying A New Car**

- List the 3 ways you can pay for a new car.

- Fill in the chart below.

| | LEASING | BUYING |
|---------------|---------|--------|
| Advantages | | |
| Disadvantages | | |

Car Trouble? Used Car Worksheet

Go to www.edmunds.com

- Click on → Used Cars
- Continue (without entering zip code)
 - 10 Steps to Buying a Used Car
 - Step 1: Starting Out

In “Step 1”, you will find the following information.

- List 5 bonuses to buying a used car.

- List 6 classic disadvantages that are no longer relevant when buying a used car.

Car Trouble? Finding a Used Car Worksheet

Go to www.edmunds.com

Click on → Tips and Advice

→ 10 Steps to Find the Right Car for You

→ Step 1

- List 4 “needs” to consider before selecting a car.

- List 3 other considerations before selecting a car.



Car Trouble?

Go to www.autotrader.ca

- Find 3 used cars that you are interested in. They should all be different models.
- Fill in the chart below. (In “Comments”, list any other good info about the car).

| | CAR 1 | CAR 2 | CAR 3 |
|----------|-------|-------|-------|
| Make | | | |
| Model | | | |
| Year | | | |
| Price | | | |
| Mileage | | | |
| Comments | | | |

Which car is best for you?

Give a brief explanation with at least 3 reasons why you chose this car.

- _____

- _____

- _____

Car Trouble? Skill Purchase Form

(Refer to the *Essential Skills* Master List)

Skill Selected (make): _____

Subcategory (model): _____

Skill Value (Price): _____

How Much You Used This Skill (Mileage): _____

List 3 factors that determined your choice of this skill.

- _____

- _____

- _____

How often will you use this skill this week? _____

List 3 specific examples of where you will use your skill this week and in the future?

- _____

- _____

- _____

Car Trouble? Skill-Trader & Buyer Checklist

| SKILL-TRADER ADVERTISEMENT | COMPLETED <input checked="" type="checkbox"/> |
|--|---|
| Used Essential Skill (make) | <input type="checkbox"/> |
| Subcategory (model) | <input type="checkbox"/> |
| Value to you (price) | <input type="checkbox"/> |
| How much you've used the skill (mileage) | <input type="checkbox"/> |
| Other comments | <input type="checkbox"/> |
| Photo | <input type="checkbox"/> |

| SKILL-BUYER PURCHASE FORM | COMPLETED <input checked="" type="checkbox"/> |
|---|---|
| Identified skill | <input type="checkbox"/> |
| List of 3 factors considered for purchase | <input type="checkbox"/> |
| Use of skill this week | <input type="checkbox"/> |
| Three examples of skill use this week and in future | <input type="checkbox"/> |

