

MODULE MEC3010: BUYING & SELLING VEHICLES**Level:** Advanced**Theme:** Vehicle Design and Ownership**Prerequisite:** None**Module Description:** Students develop the skills required to make an informed purchase or sale of a vehicle.**Module Parameters:** Access to new and used vehicle reports and other related resources.**Curriculum and Assessment Standards**

Module Learner Expectations	Assessment Criteria and Conditions	Suggested Emphasis
<p><i>The student will:</i></p> <ul style="list-style-type: none"> investigate and determine the type of vehicle that best meets a defined need 	<p><i>Assessment of student achievement should be based on:</i></p> <ul style="list-style-type: none"> a report indicating: <ul style="list-style-type: none"> reasons for selecting a particular type of vehicle how vehicle will meet financial, emotional and service constraints. <p><i>Assessment Tool</i> <i>Task Assessment Checklist: Buying & Selling Vehicles, Part 1, MEC3010-1</i></p> <p><i>Standard</i> <i>Performance rating of 3 on each criteria</i></p>	15
<ul style="list-style-type: none"> evaluate and describe the condition of a vehicle 	<ul style="list-style-type: none"> inspection and comparison of selected vehicle to predetermined criteria. <p><i>Assessment Tool</i> <i>Task Assessment Checklist: Buying & Selling Vehicles, Part 2, MEC3010-1</i></p> <p><i>Standard</i> <i>Performance rating of 3 on each criteria</i></p>	35
<ul style="list-style-type: none"> plan a strategy to sell or buy a vehicle 	<ul style="list-style-type: none"> planned strategy: <ul style="list-style-type: none"> outlining steps in selling or buying a vehicle determining the value of the vehicle advertising for or promoting a vehicle. <p><i>Assessment Tool</i> <i>Task Assessment Checklist: Buying & Selling Vehicles, Part 3, MEC3010-1</i></p> <p><i>Standard</i> <i>Performance rating of 3 on each criteria</i></p>	25

MODULE MEC3010: BUYING & SELLING VEHICLES (continued)

Module Learner Expectations	Assessment Criteria and Conditions	Suggested Emphasis
<p><i>The student will:</i></p> <ul style="list-style-type: none"> recognize the legal rights and responsibilities of both the seller and purchaser identify safety concerns and regulations when buying and selling vehicles that have been repaired after an accident demonstrate basic competencies. 	<p><i>Assessment of student achievement should be based on:</i></p> <ul style="list-style-type: none"> investigation of legal implications/obligations involved in: <ul style="list-style-type: none"> buying a vehicle selling a vehicle. <p><i>Assessment Tool</i> <i>Task Assessment Checklist: Buying & Selling Vehicles, Part 4, MEC3010–1</i></p> <p><i>Standard</i> <i>Performance rating of 3 on each criteria</i></p>	15
	<ul style="list-style-type: none"> identification of safety-related concerns when: <ul style="list-style-type: none"> buying a vehicle selling a vehicle that has had extensive repairs because of an accident. <p><i>Assessment Tool</i> <i>Task Assessment Checklist: Buying & Selling Vehicles, Part 5, MEC3010–1</i></p> <p><i>Standard</i> <i>Performance rating of 3 on each criteria</i></p>	10
	<ul style="list-style-type: none"> observations of individual effort and interpersonal interaction during the learning process. <p><i>Assessment Tool</i> <i>Basic Competencies Reference Guide and any assessment tools noted above</i></p>	Integrated throughout

Concept	Specific Learner Expectations	Notes
Health/Safety Hazards	<p><i>The student should:</i></p> <ul style="list-style-type: none"> identify safety concerns when dealing with unfamiliar vehicles. 	

MODULE MEC3010: BUYING & SELLING VEHICLES (continued)

Concept	Specific Learner Expectations	Notes
Consumer Awareness	<p><i>The student should:</i></p> <ul style="list-style-type: none"> • identify the factors that affect the choice of a vehicle, such as: <ul style="list-style-type: none"> – intended use and length of service – required performance and economy – funds or financing available – emotional appeal – consumer reports • describe the advantages and disadvantages of purchasing a vehicle: <ul style="list-style-type: none"> – privately – by auction – through dealers – lease agencies – rental agencies – government agencies • identify the parts of a vehicle that can be inspected by: <ul style="list-style-type: none"> – visual means – road testing – instrument checks • prepare an offer to purchase including: <ul style="list-style-type: none"> – condition and age of the vehicle – dealer cost – profit level – value of trade in – cost of financing – ability to pay or make payment – possible liens • select or recommend a seller based on: <ul style="list-style-type: none"> – the seller’s reputation – ability to service – willingness to back the product – number of vehicles to choose from. 	<p>Consider engine, brakes, steering and body components.</p> <p>Read and discuss the conditions of sale commonly used in new and used vehicle dealerships.</p> <p>Discuss the legal implications of a lien on a vehicle.</p>
Inspect/Service	<ul style="list-style-type: none"> • clean and restore the appearance of the vehicle to next to new standards • organize and prepare a record of the vehicle’s service and maintenance record 	<p>Could be combined with MEC1020 Vehicle Service & Care and MEC2010 Vehicle Detailing.</p>

MODULE MEC3010: BUYING & SELLING VEHICLES (continued)

Concept	Specific Learner Expectations	Notes
Inspect/Service (continued)	<p><i>The student should:</i></p> <ul style="list-style-type: none"> • calculate the value of a vehicle by: <ul style="list-style-type: none"> – having it appraised by more than one experienced individual – comparing the appraisal to published prices – calculating the value through depreciation – comparing the asking price of similar vehicles • describe the advantages of selling a vehicle: <ul style="list-style-type: none"> – on consignment – privately – on a trade • identify legal steps when buying and selling a vehicle. 	<p>Information can be gained from a new and used car dealer.</p> <p>The Blue Book is one of the published sources that provides a price guide.</p>
Careers	<ul style="list-style-type: none"> • identify career opportunities related to: <ul style="list-style-type: none"> – vehicle sales – appraisals – financing. 	