

Buying a Used Automobile

9:30 – 9:40 Ice Breaker

What was the best thing that happened this last week?

What was the worst thing that happened this last week?



9:40 – 9:50 About a Used Automobile

It can be a lot cheaper if you buy a used car from a private party. (an individual) as opposed to a dealer. When you see a vehicle that interests you, immediately call the seller to verify information about the vehicle. You should ask about the year, make, model, mileage, transmission (whether it's an automatic or manual), and the condition of the car. Then set up an appointment to see the car and take it for a test drive.

Go online to check the retail price of the car you intend to buy. Several websites can help you do this. This gives you a general idea of what you would expect to pay for the used car.

www.KBB.com (Kelley Blue Book)

www.edmunds.com

www.whats-my-car-worth.com

Now that you have an idea of what the vehicle is worth, it will be easier for you to negotiate with the seller on the price. Be on time for the appointment and, if possible, bring someone you trust who knows a lot about cars. If you don't have someone to bring, ask the seller if you can have an independent mechanic take a look at it. You should be willing to pay the cost of this; however, if the owner is reluctant to let you do this, you should walk away from the deal.

(eHow Money, Buy a Private Party Used Car, July 29, 2011)

9:50 – 10:05 Vocabulary and Conversation

Explain and give examples of any new vocabulary.

1. dealer	10. independent mechanic
2. private party	11. reluctant
3. vehicle	12. fixed
4. to verify information	13. walk away from the deal
5. appointment	14. original owners
6. transmission	15. reliable
7. automatic/manual	16. check it out
8. mileage	17. test drive
9. negotiate/negotiable	

Directions: Complete and practice the conversation below using **prefer; like...better; or would rather**. Check your answers with the conversation at the end of the lesson.

Seller: Hello.

Buyer: Hello. I'm calling about the red minivan for sale.

Seller: Yes, it's still for sale.

Buyer: Great! I saw your car parked on the street with a FOR SALE sign on the window. How many miles does it have? Is the transmission automatic or manual? I _____ automatic _____ manual.

Seller: The transmission is automatic. The miles are 118,000, but the car has been maintained very well including regular oil changes. We are the original owners. Last year we put in a new battery and then just last month, four new tires.

Buyer: Wow! 118,000 miles.....that's a lot of miles! Why are you selling the car? Is the price fixed or are you willing to negotiate?

Seller: The price is negotiable. We're selling the car because our children are grown and we don't have a need for such a big car, anymore. We _____ a smaller car _____ a larger one. The van is a very reliable car. Would you like to come over sometime and take it for a test drive?

Buyer: Yes, I would like to come over.

Seller: _____ come over during the day or at night?

Buyer: _____ come over during the daytime, around 1:30. I'd like to bring along my uncle who was a car mechanic so he can check it out.

Seller: Tomorrow at 1:30 would be fine. Do you have our address?

Buyer: 712 Elm Street, right?

Seller: That's right. See you then. Good-bye.

10:05-10:25 Questions and Practice

Part I: Discussion Questions

1. Do you have a car?
2. If so, is it new or used?
3. Do you have any experience with used cars? Was it a good or a bad experience?
Why?
4. Would you recommend buying a used car or a new car?
5. Which do you like best, a standard or automatic shift car?
6. What are the advantages/disadvantages of owning a car?
7. Are you a good driver?
8. Have you ever been in a car accident?
9. Have you ever been pulled over by the police?
What happened?
10. Have you ever driven a car in a foreign country?
11. If yes, which side of the road did they drive on?
12. Were the road signs different?
13. Do you prefer driving a car or riding public transportation?
14. Do you like to drive at night?
15. At what age can you get a license in your country?
16. Who taught you to drive?
17. How long did it take you to learn to drive?
18. What is the longest trip you have ever taken by car?
19. Can you recall any memorable car drive in your life?
20. According to insurance statistics women are better drivers than men.
Do you agree?

10:25-10:40 Questions and Practice

Part II: Grammar Practice: Stating Preferences: **Prefer, Like . . . Better, Would Rather**

Work with a partner. Take turns asking and answering questions. Be sure to answer in complete sentences.

Examples: Which do you **prefer**: used cars or new cars?*

*I **prefer** used cars to new cars.*

Which do you **like better**: new cars or used cars?

*I **like** new cars **better** than used cars.*

Which **would** you **rather** have right now: a used car or a new car?

*I'd **rather** have a new car.*

***Pronunciation:**

Use a rising intonation on the **first** choice and a falling intonation on the **second** choice:

*Which do you prefer, **used cars** or **new cars**?*

1. Which would you rather have for dinner tonight: fish or chicken?
2. Name two sports. Which do you like better?
3. Name two movies. Which one would you rather see?
4. What kind of music would you rather listen to: rock or classical?
5. Which do you like better: living in the city or living in the country?

Grammar: Stating Preferences: Prefer, Like . . . Better, Would Rather

I prefer apples to oranges. I prefer watching TV to studying.	prefer + noun + to + noun prefer + -ing verb + to + -ing verb
I like apples better than oranges. I like watching TV better than studying.	like + noun + better than + noun like + -ing verb + better than + -ing verb
Ann would rather have an apple than an orange. <i>INCORRECT</i> : Ann would rather has an apple. I'd rather visit a big city than live there. <i>INCORRECT</i> : I'd rather visit a big city than to live there. <i>INCORRECT</i> : I'd rather visit a big city than living there.	Would rather is followed immediately by the simple form of a verb (e.g., have, visit, live). Verbs following than are also in the simple form.
I'd/You'd/She'd/He'd/We'd/ They'd rather have an apple.	Contraction of would = 'd
Would you rather have an apple or an orange?	In a polite question, would rather can be followed by or to offer someone a choice.

Completed Conversation

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How many miles does it have? Is the transmission automatic or manual? I **like** automatic **better than** manual.

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