

# Introduction to Automotive Service

## Chapter 40 Used Vehicle and Pre-Delivery Inspection

### Opening Your Class

KEY ELEMENT	EXAMPLES
<b>Introduce Content</b>	This course or class serves as an introduction to the world of automotive service. It correlates material to task lists specified by ASE and NATEF.
<b>Motivate Learners</b>	Explain how the knowledge of how something works translates into the ability to use that knowledge to figure why the engine does not work correctly and how this saves diagnosis time, which translates into more money.
<b>State the learning objectives for the chapter or course you are about to cover and explain this is what they should be able to do as a result of attending this session or class.</b>	Explain learning objectives to students. <ol style="list-style-type: none"> <li>1. Describe how to carefully inspect a used vehicle. . Explain how to purchase a used vehicle.</li> <li>2. Describe how to best sell your used vehicle.</li> <li>3. Describe the steps and procedures used to prepare a new vehicle for delivery to the customer.</li> </ol>
<b>Establish the Mood or Climate</b>	Provide a <b>WELCOME</b> , Avoid put downs and bad jokes.
<b>Complete Essentials</b>	Restrooms, breaks, registration, tests, etc.
<b>Clarify and Establish Knowledge Base</b>	Do a round robin of the class by going around the room and having each student give their backgrounds, years of experience, family, hobbies, career goals, or anything they want to share.

ICONS	Ch40 Used Vehicle & Pre-Delivery Inspection
         	<p><b>1. SLIDE 1 Ch40 USED VEHICLE &amp; PRE-DELIVERY INSPECTION</b></p> <p>Check for <b>ADDITIONAL VIDEOS &amp; ANIMATIONS @ <a href="http://www.jameshalderman.com/">http://www.jameshalderman.com/</a></b>  <b>WEB SITE IS UPDATED REGULARLY</b></p> <p><b>2. SLIDES 2-3 EXPLAIN Vehicle Value Ratings</b></p> <p><b>4. SLIDE 4 EXPLAIN FIGURE 40-1</b> vehicle in poor condition may not be worth purchasing regardless of the price. The wise vehicle owner uses a car cover or tries to keep the vehicle in a garage to help prevent damage to the paint and interior due to the effect of the sun and other hazards</p> <p><b>5. SLIDE 5 EXPLAIN Halderman's Laws</b></p> <p><b><u>HANDS-ON-TASK:</u> Assign each student a vehicle. Have them research the retail book value for that vehicle.</b></p> <p><b><u>HANDS-ON-TASK:</u> Have students research private party value for their assigned vehicle.</b></p> <p><b><u>HANDS-ON-TASK:</u> Have students research trade in or wholesale value for their assigned vehicle. Have them compare and contrast all three values.</b></p> <p><b><u>HANDS-ON-TASK:</u> Have students research cost of having a vehicle detailed in preparation for sale. Compare the investment cost with the potential return from the sale price</b></p> <p><b><u>DEMONSTRATION:</u> Show students how to evaluate and categorize condition of used vehicle.</b></p> <p><b>6. SLIDE 6 EXPLAIN FIGURE 40-2</b> Rain tends to make all vehicles look shiny and new even though the paint may be faded.</p>

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	<p>7. SLIDE 7 <b>EXPLAIN</b> Steps To Follow</p> <p>8. SLIDE 8 <b>EXPLAIN</b> FIGURE 40-3 (a) The left side of a lift gate on an SUV shows a wide gap. (b) The right side of the same lift gate on the passenger side shows a very small gap. This shows that this vehicle may have been in an accident and not properly repaired.</p> <p>9. SLIDE 9 <b>EXPLAIN</b> Steps To Follow</p> <p>10. SLIDE 10 <b>EXPLAIN</b> Steps To Follow</p> <p>11. SLIDE 11 <b>EXPLAIN</b> Test Driving</p> <p>12. SLIDE 12 <b>EXPLAIN</b> Completing The Purchase</p>
	<p><b><u>DEMONSTRATION:</u> Show how appearances can vary by showing them a dark colored vehicle inside of shop with fluorescent lighting. Move vehicle out in the sun to see if defects in the finish are more noticeable.</b></p>
	<p><b>Operate climate controls on every position and to both temperature extremes regardless of outside temperature. Heating and air conditioning problems can be expensive to correct.</b></p>
	<p><b><u>DISCUSSION:</u> What types of handling problems should you look for? Students should understand that the vehicle should be driven in manner to determine if stability control problems or unusual vibrations are present and what they can represent.</b></p>
	<p><b><u>DISCUSSION:</u> How should you test brakes? Students should understand how to safely test foundation brake operation and ABS operation.</b></p>
	<p><b><u>ASSESSMENT:</u> Have students list and explain the steps in determining what vehicle to purchase, as well as evaluating and inspecting vehicle. Have them prepare a list of defects and problems that they would be willing to accept and those they would not accept and explain their choices.</b></p>

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	<p><b>HANDS-ON-TASK:</b> Have students prepare an inspection checklist and perform a vehicle inspection on each other's vehicles. Grade them on their ability to note defects.</p>
	<p><b>ASSESSMENT:</b> Have students' research retail, private party and wholesale values for their own vehicles. Compare and contrast various valuations.</p>
	<p>13. SLIDE 13 <b>EXPLAIN</b> How To Sell Your Old Vehicle  14. SLIDE 14 <b>EXPLAIN</b> New Vehicle Pre-Delivery Inspection</p>
	<p><b>DISCUSSION:</b> What price range and type of vehicle meets your needs? Have students list 1 or 2 choices as if they were shopping for a vehicle.</p>
	<p><b>HANDS-ON-TASK:</b> Assign each student 3 year old vehicle to research. Have them compare the original MSRP to the retail value today.</p>
	<p>When purchasing vehicle from a private party, be sure to ask for any maintenance records. These can be extremely helpful to see how the vehicle has been cared for but can also indicate service that is or will be needed,</p>
	<p><b>DEMONSTRATION:</b> Obtain a vehicle history report from an agency such as Carfax. Show students the vehicle information that is available.</p>
	<p><b>HANDS-ON-TASK:</b> Have students obtain estimates for professional vehicle inspections from the Internet &amp; local automotive repair shops. Have the class discuss and compare prices.</p>
	<p><b>HANDS-ON-TASK:</b> Check fluid levels and condition such as engine oil and coolant before starting engine. Low levels or dirty fluids can indicate the vehicle has not been serviced properly.</p>
	<p>15. SLIDE 15 <b>EXPLAIN</b> FIGURE 40-4 Plastic protective covering is used on all surfaces that may be touched by others during transport from the assembly plant to the selling dealer. This plastic is removed at the dealer before</p>

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	<p>the vehicle is delivered to the customer</p> <p><b><u>DEMONSTRATION:</u></b> Show students wear indicators on a high mileage vehicle, such as seat surfaces, floor mats and steering wheel surfaces.</p>
	<p><b><u>DEMONSTRATION:</u></b> Show students a vehicle title example and where to find the registered owner and legal owner information.</p>
	<p><b><u>DEMONSTRATION:</u></b> Show students how to clean an engine compartment using degreaser and low pressure water. Students should be cautioned about the use of high pressure water or steam cleaning engine compartments.</p>
	<p><b><u>HANDS-ON-TASK:</u></b> Have students prepare an advertisement as if they were going to advertise their own vehicle for sale. Discuss ads as a class to critique wording.</p>
	<p><b><u>HANDS-ON-TASK:</u></b> Have students research several newspaper ads for vehicles. Have them note missing information and critique ads for marketing ability.</p>
	<p><b><u>Homework:</u></b> complete Ch39 crossword puzzle:  <a href="http://www.jameshalderman.com/links/book_intro/cw/crossword_ch_39.pdf">http://www.jameshalderman.com/links/book_intro/cw/crossword_ch_39.pdf</a></p>