

Name \_\_\_\_\_

**SHORT ANSWER. Write the word or phrase that best completes each statement or answers the question.**

1) What are the commonly used values found on vehicle purchasing web sites?

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2) What does the technician do during a pre-delivery inspection?

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3) What are the six Halderman's laws?

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4) What is a pre-delivery inspection?

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5) What are the commonly used terms to describe the condition of a vehicle?

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6) What items should be checked when looking at a used vehicle being considered for purchase?

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7) What should be done to insure a smooth purchase of a used vehicle?

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## Answer Key

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1) Values are available at:

- www.edmunds.com
- www.kbb.com
- Other websites and forums

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2) Most vehicle manufacturers provide a checklist to be used by the person designated to prepare the vehicle for delivery to the customer. While this list varies according to the make and model of the vehicle, most include the following:

- Removal of the exterior and interior plastic coverings.
- Install all equipment including exterior antenna, cargo net, license plate bracket, wheel trim, and floor mats.
- Set the clock to the correct local time.
- Adjust the tire inflation pressure to the specified pressure.

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- 3) 1. Try to avoid buying a vehicle at night
2. Try to avoid buying a vehicle when it is raining
3. Buy dirty-sell clean
4. Buy as loaded as possible
5. Check everything
6. Try not to get emotional

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4) The purpose of the pre-delivery inspection (PDI) is to prepare the vehicle for customer use after a new vehicle has shipped from the assembly plant to the selling dealer.

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5) Condition is often expressed in the following categories:

- Excellent (Outstanding). This means that the vehicle is free of any body or mechanical faults and is clean both inside and outside.
- Good (Clean). Some normal wear, and may need a light reconditioning.
- Fair May need mechanical or appearance reconditioning.
- Poor Several mechanical or appearance problems.

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6) Items that should be checked include the body, under the hood and the interior as well as the trunk space.

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7) When shopping to purchase a used vehicle, include the following steps:

STEP 1 Determine what price range and type of vehicle meets your needs and wants (your wants are not necessarily what you need).

STEP 2 Become familiar with prices and values by checking average asking prices on websites, newspapers, or used-vehicle guides.

STEP 3 Shop for the best or newest vehicle in your price range.

STEP 4 Have your selected vehicle inspected by a competent technician, after leaving a deposit.

STEP 5 Note any suggested work to the seller and try to convince the seller to do any necessary repairs.

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