

T E X A S A D U L T E D U C A T I O N S T A N D A R D S
L E S S O N P L A N

Before you begin

Title: Buy a Car

Setting: ESL

NRS Level(s): Level 5: High Intermediate

Open entry/exit: Yes

Context: Community

Standard (s): Listen Actively

Benchmark(s): 1.5, 5.5

Objective: To communicate orally to succeed in negotiation.

Materials: Car advertisements, calculator, toy money/credit card, loan application

Estimated time needed to prepare for this lesson: 30 minutes

Estimated time needed to complete this lesson plan: 2 hours

The Lesson Plan

Introduce the lesson:

Class discussion - "Who would like a new car?" Things to discuss with the class could include:

- Where to go
- Buying a new or used car
- Financing the car or paying cash

Teach the lesson:

Vocabulary to emphasize during the lesson should include:

- down payment
- interest rate
- loan
- commission

Practice the lesson:

Divide the class: ½ sellers, ½ buyers. Use car advertisements to negotiate the sale and purchase of a car. By the end of the activity, there need to be a written offer.

Assess the lesson:

Instructor feedback and class-elected “winner”.

Apply the lesson to the real world:

Negotiate in a real-life situation, such as buying a car or buying a house.

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