



Workshop

Purchasing a Vehicle

1

Summary of Objectives

- You will play the role of a **salesperson** for a Car Dealership.
- Your task will be to identify the **'best' vehicle** for a customer based on your current inventory of vehicles.



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Workshop Form + Inventory



SOW Workshop Form

TEAM MEMBERS:

VEHICLES:

SEDAN	1	Kia	\$34,000	TRUCK	13	Toyota	\$18,000
	2	Honda	\$28,000		14	Dodge	\$22,000
	3	Ford	\$23,000		15	Ford	\$15,000
	4	Chevy	\$23,000		16	Chevy	\$18,000
SUV	5	Honda	\$19,000	VAN	17	Kia	\$22,000
	6	Toyota	\$29,000		18	Dodge	\$24,000
	7	Dodge	\$29,000		19	Chrysler	\$25,000
LUXURY	8	Chevy	\$38,000	20	Honda	\$35,000	
	9	Audi	\$35,000				
	10	BMW	\$60,000				
	11	Porsche	\$105,000				
12	Ferrari	\$125,000					

FEEDBACK:

SCENARIO #1	SCENARIO #2	SCENARIO #3	SCENARIO #4	SCENARIO #5	SCENARIO #6	SCENARIO #7

Vehicles Selected (#):

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Level of Satisfaction with requirements (1-10)
(10 = Extremely Satisfied & 1 = Extremely Dissatisfied)

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SCENARIO #8

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CATEGORY	MAKE	TYPE	MILEAGE	COLOR				SEATS	OPTIONS			SAFETY	MSRP	
				W	B	R	S		BACKUP CAMERA	REMOVABLE SEATS	TOW PACKAGE			
SEDAN	1	Kia	Used	59,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4				5 Stars	\$14,000
	2	Honda	Used	66,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4				5 Stars	\$16,000
	3	Ford	New	11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4			<input type="checkbox"/>	5 Stars	\$21,000
	4	Chevy	New	13	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4	<input type="checkbox"/>			5 Stars	\$23,000
SUV	1	Honda	Used	39,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$19,000
	2	Toyota	New	8	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5	<input type="checkbox"/>		<input type="checkbox"/>	5 Stars	\$29,000
	3	Dodge	New	12	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$29,000
	4	Chevy	New	6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$38,000
LUXURY	1	Audi	New	11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$35,000
	2	BMW	New	12	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4	<input type="checkbox"/>		<input type="checkbox"/>	5 Stars	\$60,000
	3	Porsche	New	7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2			<input type="checkbox"/>	5 Stars	\$105,000
	4	Ferrari	New	2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2			<input type="checkbox"/>	5 Stars	\$125,000
TRUCK	1	Toyota	Used	74,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	3	<input type="checkbox"/>		<input type="checkbox"/>	5 Stars	\$18,000
	2	Dodge	New	11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5	<input type="checkbox"/>		<input type="checkbox"/>	5 Stars	\$22,000
	3	Ford	Used	98,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5			<input type="checkbox"/>	5 Stars	\$15,000
	4	Chevy	New	24	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5	<input type="checkbox"/>		<input type="checkbox"/>	5 Stars	\$28,000
VAN	1	Kia	Used	47,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$22,000
	2	BMW	New	23	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7	<input type="checkbox"/>		<input type="checkbox"/>	5 Stars	\$24,000
	3	Chrysler	New	17	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$25,000
	4	Honda	New	19	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 Stars	\$35,000

W = White | B = Black | R = Red | S = Silver



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Workshop Form

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Evaluation Form

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