Teacher Answer Key

Case Study

1. A payment amount is not a price, and stretching a loan across more months lowers the monthly figure while raising the total paid substantially. Jaylen needs the loan length, the annual percentage rate, and the total finance charge, because those are what reveal whether one hundred eighty-nine dollars a month is a good deal or a much more expensive car.

2. The reading says total cost of ownership includes insurance, fuel, maintenance, and likely repairs, and that two cars at identical prices can differ by thousands of dollars a year once those are counted. Repair history, fuel economy, and insurance cost are exactly those ongoing costs, so leaving them unanswered means Jaylen does not actually know which car is cheaper.

Multiple Choice

1. A

2. B

3. D

Matching

1-B, 2-D, 3-E, 4-C, 5-A

Fill-in-the-Blank

1) depreciation, 2) ownership, 3) requirement

Short Answer (Sample Responses)

Q1: Nearly every high-pressure technique, from artificial deadlines to today-only financing, works by compressing the interval between wanting and buying. No legitimate major purchase becomes a bad deal because a buyer thought about it overnight, so a seller who insists otherwise has effectively answered the question.

Q2: The sticker is only the first installment, while total cost of ownership adds taxes, fees, insurance, fuel, supplies, maintenance, repairs, and depreciation minus resale value. Two items at the same price can differ by thousands of dollars a year, so comparing stickers can lead a buyer to choose the more expensive option.

Q3: Only time reveals whether the item solved the problem originally defined, which criteria actually mattered, and whether the total cost landed where it was estimated. Asking what you would check next time converts a single purchase into a

permanently better process, which is why skipping it makes people repeat the same mistake.