



Lesson Plan: Retail Motor Industry

Time required for this lesson

60 minutes

Aim of the lesson

To introduce students to the Retail Motor Industry occupational sector.

Learning outcomes

By the end of this lesson students should:

- have a greater understanding of the range of jobs in the Retail Motor Industry occupational area and the skills required for these jobs
- have thought about the life cycle of a car
- have a greater awareness of what is happening nationally and locally in the area of Retail Motor Industry

Resources required for this lesson

- Working in Essex, Southend and Thurrock - Retail Motor Industry' leaflet obtained from www.stepon.org
- Life Cycle of a Car Worksheet and Answer Sheet
- Buying a Car Crossword Worksheet and Answer Sheet
- Match the Job Title to the Job Description Worksheet and Answer sheet
- Retail Motor Industry Quiz and Answer Sheet

Introduction

Explain to the students that this collection of labour market leaflets has been produced by Connexions and the Learning and Skills Council. It is intended to be used as an information, advice and guidance resource to help them understand more about the trends in the labour market in Essex and to support the introduction of the new 14-19 Diplomas. Its ultimate aim is to help students with their decision-making regarding their future career plans. This lesson is all about the occupational area of Retail Motor Industry and can support students who are thinking about working in the retail motor industry.



Activity 1

Life Cycle of a Car (10 minutes)

Worksheet: Life Cycle of a Car and Answer Sheet

Ask the class to work in pairs. Give each pair a 'Life Cycle of a Car Worksheet'. They need to read through all the statements on the worksheet and rank them in the order of a life cycle of a car.

When they have finished get the class to read out their answers. You can use 'Life Cycle of a Car Answer Sheet' for the correct answers.

Activity 2

Buying a Car Crossword (10 minutes)

Worksheet: Buying a Car Crossword and Answer Sheet

Staying in the same pairs as in Activity 1 give each pair a copy of 'Buying A Car Crossword' to complete. Once they have done this you can use 'Buying a Car Crossword Answer Sheet' to go through the answers.

Activity 3

Match the Job Title to the Job Description (20 minutes)

Worksheet: Match the Job Title to the Job Description and Answer Sheet

Ask the students to work in pairs. Hand out the worksheet 'Match the Job Title to the Job Description'. Ask the students to look at the Job Descriptions on the worksheet and match them to the Job Titles in the table.

Once they have done this ask the students to discuss any skills and qualities that are required to carry out each of the jobs and make a note of them on the worksheet.

After 10 minutes get the students to feed back their answers. You can use the 'Match the Job Title to the Job Description Answer Sheet' to give out the correct answers.

Have a discussion with the class about the diverse range of jobs in the Retail Motor Industry and explain that this is just a handful of the different jobs available. Ask the class if they know anybody who works in Retail Motor Industry and what that work involves.

Discuss with the students if any of them are considering a career in Retail Motor Industry and the skills and qualities that they have that will help them in this area of work.

Activity 4

Retail Motor Industry Quiz (15 minutes)

Worksheet: Retail Motor Industry Quiz Worksheet and Answer Sheet

Pupils will need a copy of the 'Working in Essex, Southend and Thurrock – Retail Motor Industry' leaflet to be able to find the answers to the quiz.

The pupils can work on their own or in pairs to complete the quiz.

Give the pupils 10 minutes to complete the quiz and then spend the last five minutes going through the answers.

Plenary (5 minutes)

Working in pairs get each person to discuss with their partner what they have learnt about the Retail Motor Industry in this session. Go round the class and ask everybody to feedback one of the things the person that they are working with has learnt from this session.

End the session by going back over the aims and learning outcomes of the lesson with the students and asking them if they have any questions about anything that they have done.

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Activity 1

Life Cycle of a Car - Worksheet

Below are the six stages of life that a car goes through. In the box next to each statement enter a number from 1 to 6 detailing the stage in a car's life cycle.

Life Cycle of a Car	Rank
<p>Eventually, after many years, it cannot be repaired any further and it breaks down for the last time. This may be after ten years or more. The decision has to be taken regarding what to do next.</p>	
<p>The remainder of the car is crushed into blocks. These are melted down in special furnaces; the waste is removed leaving the usable metal (normally steel). The recycled metal can be used to manufacture new cars or other products.</p>	
<p>The car is driven throughout its useful life time. During this time it may be used for work, business and pleasure. It consumes petrol or diesel and pollutes the atmosphere. From time to time it needs servicing and repairing.</p>	
<p>The useful parts are still stripped from the car. These will include the alloy wheels, recyclable rubber, plastics and metals. These parts/materials will be sold on to companies that can reclaim the materials for further use.</p>	
<p>The car is manufactured at a production plant. Raw materials, recycled materials and components enter the factory at one end of the enormous building. Completed cars are driven out of the opposite end and transported to their owners.</p>	
<p>The car is taken to the scrap yard. Once upon a time this would have been the final resting place of most cars. It would have been stripped of useful components and left to rust.</p>	

Activity 1

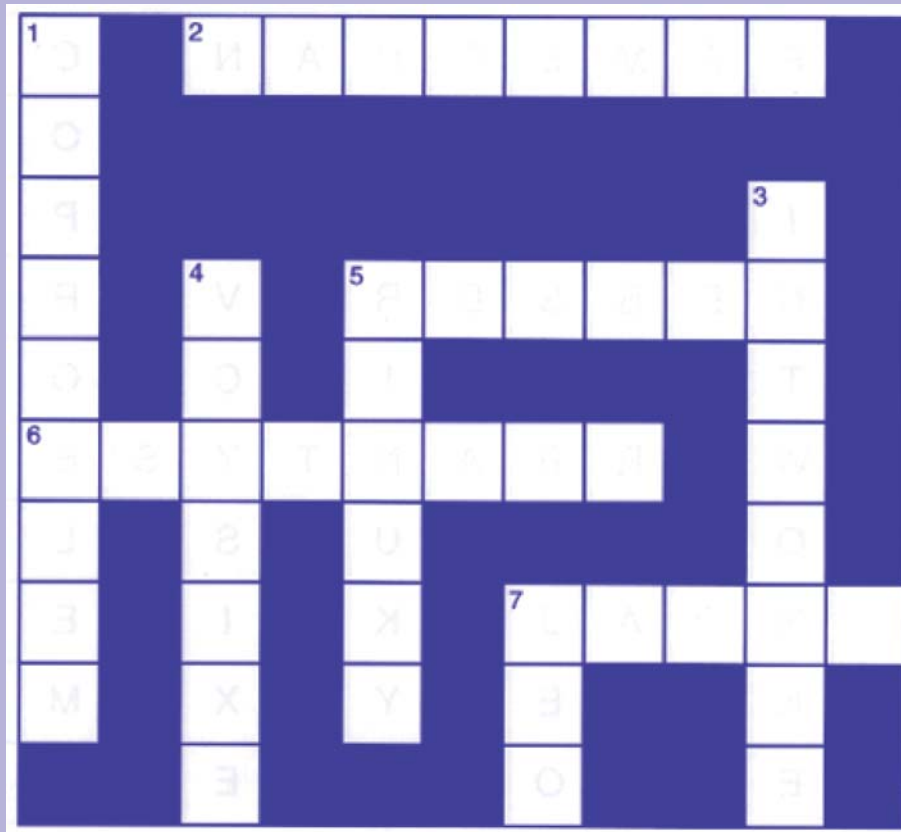
Life Cycle of a Car – Answer Sheet

Below are the six stages of life that a car goes through. In the box next to each statement enter a number from 1 to 6 detailing the stage in a car's life cycle.

Life Cycle of a Car	Rank
Eventually, after many years, it cannot be repaired any further and it breaks down for the last time. This may be after ten years or more. The decision has to be taken regarding what to do next.	3
The remainder of the car is crushed into blocks. These are melted down in special furnaces; the waste is removed leaving the usable metal (normally steel). The recycled metal can be used to manufacture new cars or other products.	6
The car is driven throughout its useful life time. During this time it may be used for work, business and pleasure. It consumes petrol or diesel and pollutes the atmosphere. From time to time it needs servicing and repairing.	2
The useful parts are still stripped from the car. These will include the alloy wheels, recyclable rubber, plastics and metals. These parts/materials will be sold on to companies that can reclaim the materials for further use.	5
The car is manufactured at a production plant. Raw materials, recycled materials and components enter the factory at one end of the enormous building. Completed cars are driven out of the opposite end and transported to their owners.	1
The car is taken to the scrap yard. Once upon a time this would have been the final resting place of most cars. It would have been stripped of useful components and left to rust.	4

Activity 2

Buying a Car Crossword - Worksheet



Crossword

Clues across

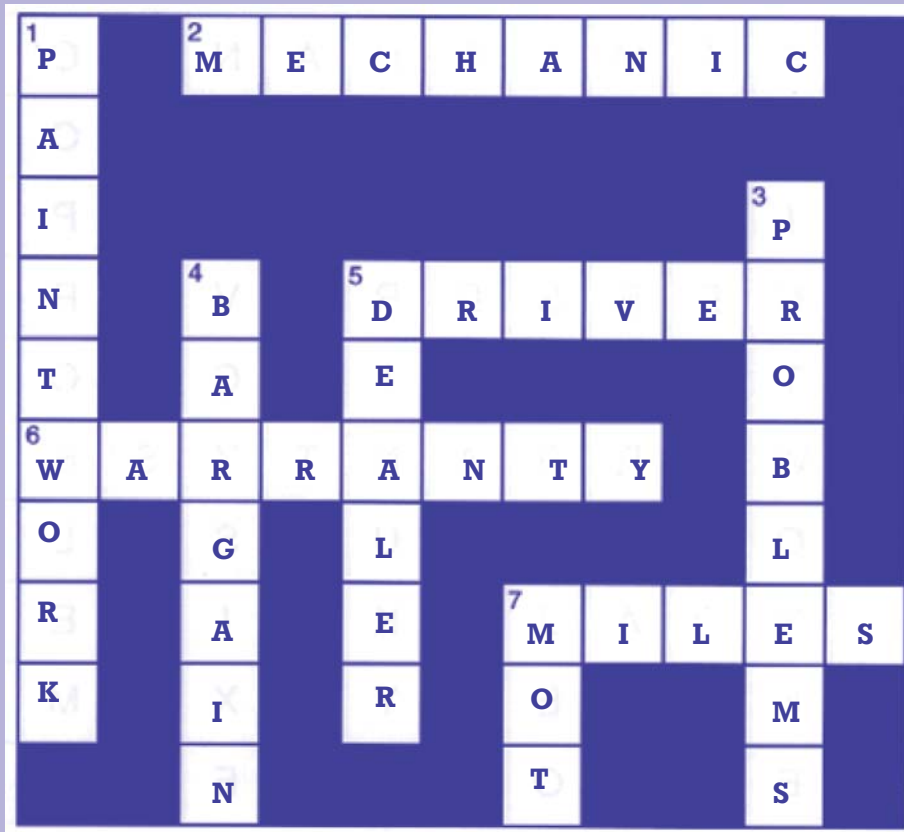
2. He or she can repair a car for you.
5. The person behind the steering wheel.
6. A guarantee, mainly for cars.
7. Always check how many of these the car has travelled.

Clues down

1. Lovely shiny _____ can cover a lot of rust.
3. You could get these if you don't check carefully before you buy.
4. A good car at a cheap price is a _____.
5. Another name for a car trader who sells lots of cars.
7. This test is done to check older cars every year.

Activity 2

Buying a Car Crossword - Answer Sheet



Activity 3

Match the Job Title to the Job Description – Worksheet

Read the Job Descriptions below and match them to the Job Titles in the table. The first one is completed for you as an example.

Discuss with the person sitting next to you any skills and qualities that are required to carry out each of the jobs and make a note of them below.

Job Title	Job Description	Skills and Qualities
Auto Electrician	E	use basic tools, understand how engines work, follow written instructions and read diagrams, solve practical problems, work with electronic testing equipment, communicate with customers and suppliers, cope with a busy workload.
Vehicle Body Repairer		
Car Valet		
Mechanic (light/heavy vehicles)		
Petrol Station Forecourt Assistant		
Motorcycle Mechanic		
Vehicle Breakdown Engineer		
Car Salesperson		

Job Descriptions

- A.** Repairs, tests and services cars, motorbikes, buses or lorries.
- B.** Travels in a van to help people whose vehicles have broken down.
- C.** Repairs or replaces vehicle body panels which have corroded or been damaged in accidents.
- D.** Repairs, tests and services motorcycles, quad bikes, scooters and mopeds.
- E.** Repairs and services electrical and electronic equipment in motor vehicles.
- F.** Provides a high-quality cleaning and finishing service on cars, vans and caravans
- G.** Sells new or used cars to the public.
- H.** Takes customers' payments for fuel at a petrol service station.

Activity 3

Match the Job Title to the Job Description – Answer Sheet

Job Title	Job Description	Skills and Qualities
Auto Electrician	E	use basic tools, understand how engines work, follow written instructions and read diagrams, solve practical problems, work with electronic testing equipment, communicate with customers and suppliers, cope with a busy workload.
Vehicle Body Repairer	C	technical and practical ability, and a careful and responsible attitude.
Car Valet	F	reliable, honest and trustworthy, neat and tidy, fit and active, prepared to do the same things every day, able to work in a team or on your own, able to put up with some dust and dirt.
Mechanic (light/heavy vehicles)	A	use basic tools, understand how engines work, follow written instructions and read diagrams, solve practical problems, work with electronic testing equipment, communicate with customers and suppliers, cope with a busy workload.
Petrol Station Forecourt Assistant	H	Good communication skills, customer-awareness and patience, do not mind working weekends and unsocial hours
Motorcycle Mechanic	D	use basic tools, understand how engines work, follow written instructions and read diagrams, solve practical problems, work with electronic testing equipment, communicate with customers and suppliers, cope with a busy workload.
Vehicle Breakdown Engineer	B	use basic tools, understand how engines work, follow written instructions and read diagrams, solve practical problems, work with electronic testing equipment, communicate with customers and suppliers, cope with a busy workload.
Car Salesperson	G	is confident, has good communication skills, is enthusiastic, cheerful and polite, looks smart and businesslike, doesn't mind standing for a lot of the time, knows all there is to know about the product.

Activity 4

Retail Motor Industry Quiz - Worksheet

Using the 'Working in Essex, Southend and Thurrock Retail Motor Industry' leaflet have a go at answering the questions below.

1. How many people are employed in the retail motor sector in the UK?

2. What are the most common skills lacking in applicants in the retail motor sector?

3. What age group are a target group for recruitment into the retail motor sector?

4. What is the average annual salary for a Tyre, Exhaust and Windscreen Fitter in the UK?

5. How many new cars were registered in 2005?

6. How many apprenticeships does the Institute of the Motor Industry (IMI) want in the automotive sector by 2013?

7. Name some of the skill and qualities that it would be useful to have for a career in the retail motor industry?

8. What is the website address for the Institute of the Motor Industry?

Activity 4

Retail Motor Industry Quiz - Answer Sheet

Using the 'Working in Essex, Southend and Thurrock Retail Motor Industry' leaflet have a go at answering the questions below.

1. How many people are employed in the retail motor sector in the UK?

580,000

2. What are the most common skills lacking in applicants in the retail motor sector?

Technical and practical skills, communication and problem solving

3. What age group are a target group for recruitment into the retail motor sector?

16 to 18 year olds

4. What is the average annual salary for a Tyre, Exhaust and Windscreen Fitter in the UK?

£17,270

5. How many new cars were registered in 2005?

2.43 million

6. How many apprenticeships does the Institute of the Motor Industry (IMI) want in the automotive sector by 2013?

40,000

7. Name some of the skill and qualities that it would be useful to have for a career in the retail motor industry?

Good listening and communication skills, attention to detail, like practical work and using tools

8. What is the website address for the Institute of the Motor Industry?

www.motor.org.uk