



Do Professional Car Negotiators Deliver Value?

Description

A car buyer in New Hampshire recently employed a professional negotiator to secure a favourable deal, marking an unconventional approach that ultimately fell short of expectations. The experience, recounted by the salesman known as Preacher Pete on TikTok, highlights the difficulties inherent in car negotiations.

Pete stated that this incident marked the first occasion his dealership encountered a customer using a negotiator. He noted that numerous individuals professionally negotiate car deals, assisting buyers in securing optimal prices. However, Pete argued that involving a negotiator was unnecessary in this case, as his dealership offers competitive deals that can be arranged over the phone without the need for onsite presence.

The transaction extended over two months, primarily due to the negotiator's insistence on managing the vehicle registration process. Pete later received a call from the negotiator, who expressed challenges in completing the registration. Upon returning the call, Pete experienced what he described as surprising disrespect, culminating in the negotiator abruptly ending the conversation. Following this exchange, he communicated directly with the buyer, describing the interaction as pleasant and productive.

Despite the situation, Pete acknowledged the buyer's intention to obtain the best deal. Nevertheless, the negotiator's inability to complete the registration led to the need for additional documentation. Pete confirmed that his dealership would handle the registration and taxation, reassuring the buyer that they were committed to customer satisfaction.

While acknowledging that car dealerships often face scrutiny for perceived dishonesty, Pete emphasised that his dealership strives for transparency. He highlighted their routine management of registrations for out-of-state customers, indicating that such services are commonly handled effortlessly over the phone.

Commentary on Pete's video revealed scepticism toward car dealerships, with some viewers sharing negative experiences and cautioning against trusting dealer claims. Others noted instances of dishonesty when securing financing. The prevalence of businesses offering professional negotiation services has emerged, claiming to provide savings and alleviate the burdens associated with buying a car. However, it remains clear that buyers might not require external assistance for straightforward dealership-related tasks, such as vehicle registration, which is typically managed by the dealership itself.

Vocabulary List:

1. **negotiator** //nə'gɒʃi,eiʃə// (noun): a person who talks to make an agreement
2. **dealership** //'di:lər,ʃɪp// (noun): a business that sells cars to customers
3. **registration** //,rɛdʒɪ'streɪʃən// (noun): official record showing who owns something
4. **transaction** //træn'zækʃən// (noun): buying or selling something between people



5. **scrutiny** //ˈskru:təni// (noun): careful watching or checking of something
6. **transparency** //træns'pærənsi// (noun): being open and honest, showing clear information

Comprehension Questions

Multiple Choice

1. What unconventional approach did the car buyer in New Hampshire use?
Option: Professional reviewer
Option: Professional negotiator
Option: Online bidding
Option: No negotiation
2. What was the primary reason for the delay in the transaction?
Option: Price negotiations
Option: Vehicle registration process
Option: Dealership's incompetence
Option: Customer's indecision
3. Who recounted the experience of the car negotiation?
Option: The buyer
Option: The dealership manager
Option: Preacher Pete
Option: A random TikTok user
4. What did Pete suggest about negotiating with his dealership?
Option: It leads to better prices
Option: It is unnecessary
Option: It complicates the process
Option: It is always beneficial
5. How did Pete describe his interaction with the buyer after speaking with the negotiator?
Option: Productive and pleasant
Option: Unpleasant and frustrating
Option: Indecisive and confusing
Option: Unnecessary and redundant



6. What aspect of car dealerships did Pete emphasize regarding transparency?

Option: Handling of registrations

Option: Pricing strategies

Option: Customer satisfaction

Option: Promotions

True-False

7. The buyer's use of a negotiator was the first such case encountered by Pete's dealership.

8. Pete claimed that his dealership offers non-competitive deals.

9. Pete experienced respect in his conversation with the negotiator.

10. The dealership is committed to customer satisfaction according to Pete.

11. Viewers of Pete's video expressed complete trust in car dealerships.

12. Buyers often require external negotiation assistance for straightforward tasks.

Gap-Fill

13. The car buyer employed a professional negotiator to secure a _____ deal.

14. Pete described the negotiator as having surprising _____ during their conversation.

15. The transaction extended over _____ months due to various complications.

16. Pete confirmed that his dealership would handle the _____ and taxation.

17. Commentary on Pete's video revealed _____ toward car dealerships.

18. Professional negotiation services claim to provide savings and alleviate the _____

associated with buying a car.

Answer

Multiple Choice: 1. Professional negotiator 2. Vehicle registration process 3. Preacher Pete 4. It is unnecessary



5. Productive and pleasant 6. Handling of registrations

True-False: 7. True 8. False 9. False 10. True 11. False 12. False

Gap-Fill: 13. favourable 14. disrespect 15. two 16. registration 17. scepticism 18. burdens

Vocabulary quizzes

Multiple Choice (Select the Correct answer for each question.)

1. Which of the following means to hold back from doing something?

Option: Refrained

Option: Sustained

Option: Surged

Option: Absorbed

2. What is the best way to describe the act of maintaining or prolonging something?

Option: Absorb

Option: Neglect

Option: Sustain

Option: Recuse

3. Which term describes someone or something dependent on another?

Option: Surged

Option: Pertinent

Option: Reliable

Option: Reliant

4. What word means critical observation or examination?

Option: Negotiator

Option: Registration

Option: Transaction

Option: Scrutiny

5. What term refers to claims made without proof?

Option: Exemptions

Option: Allegations

Option: Verdicts

Option: Breaches

6. What term is used for violations of law or agreements?

Option: Vulnerabilities

Option: Surged



- Option: Breaches
- Option: Implemented

7. What action is taken to request a higher court to review a decision?

- Option: Verdict
- Option: Allegation
- Option: Neglecting
- Option: Appeal

8. Which term is associated with making laws?

- Option: Legislative
- Option: Addictive
- Option: Reliant
- Option: Sustain

9. What field focuses on protecting computers and networks from attacks?

- Option: Transparency
- Option: Cybersecurity
- Option: Reassign
- Option: Domestic

10. What term is used for the act of conducting business or trade?

- Option: Registration
- Option: Dealership
- Option: Transaction
- Option: Motion

Gap-Fill (Fill in the blanks with the correct word from the vocabulary list.)

11. The new policy was successfully _____ to enhance security measures.

12. The team _____ its efforts to improve customer satisfaction.

13. The manager decided to _____ the employee to a different role for better productivity.

14. The lawyer presented _____ evidence during the trial.

15. Neglecting this issue could lead to serious consequences for the organization.

16. Some video games can be quite _____, causing players to spend hours in front of



screens.

17. Certain _____ were made in the new law to accommodate small businesses.
18. The company conducted assessments to identify potential _____ in their system.
19. Sales _____ during the holiday season, resulting in record profits.
20. The firm specializes in _____ trade to boost the local economy.

Matching Sentences (Match each definition to the correct word from the vocabulary list.)

21. The judge had to recuse himself from the case due to a conflict of interest.
22. The organization is committed to maintaining transparency in its financial dealings.
23. The car dealership offered a wide range of vehicles and financing options.
24. The process of verification is essential to ensure the accuracy of the information provided.
25. The board put forth a motion to approve the new budget for the fiscal year.
26. The jurors delivered their verdicts after hours of deliberation in the courtroom.
27. The company was found liable for the damages caused by their product.
28. The neglect of safety protocols led to a serious workplace incident.
29. The new legislative measures were put in place to enhance data protection.
30. Investing in cybersecurity is crucial for protecting sensitive information.

Answer

Multiple Choice: 1. Refrained 2. Sustain 3. Reliant 4. Scrutiny 5. Allegations 6. Breaches 7. Appeal 8. Legislative 9. Cybersecurity 10. Transaction

Gap-Fill: 11. implemented 12. sustained 13. reassign 14. pertinent 15. neglecting 16. addictive 17. exemptions 18. vulnerabilities 19. surged 20. domestic

Matching sentence: 1. recuse 2. transparency 3. dealership 4. verification 5. motion 6. verdicts 7. liable 8. neglect 9. legislative 10. cybersecurity



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