BUS-121 Fall 2024 Instr: F. Paiano

## Consumer Purchasing Strategies and Wise Buying of Motor Vehicles

Name:	
Chapter 6 Study Guide	

consumerism culture

happiness quotient = what-you-have / what-you-want

spending versus saving (You never save any money when you buy an item; you always spend money when you buy an item!)

impulse buying (damned credit cards!)

national brands versus store brands

unit pricing

rebates (Why are they popular?)

warranty versus service contract

mediation versus arbitration versus small claims court versus class-action suit versus legal aid society

used cars versus new cars

upside-down equity (aka negative equity)

leasing versus purchasing

residual value (a.k.a. lease-end value)

transportation costs

Culture of Consumption Scandals: clothes, pets, batteries, light bulbs, meat, bottled water, *Cars*, etc., etc., etc.

Note: Please concentrate on the **bolded terms**.