

## Bike for Sale

**Approach:** Station

**Level:** Year 4 and year 8

**Resources:** Picture of bicycle.

### Questions/instructions

Look at the picture of the bike.

Imagine that it is your bike, and that you want to sell it.

Write a short advertisement to go in the "For Sale" column in the newspaper.

**Before you write your advertisement:**

Think about the important information you will need to give.

**Write your advertisement in the space below. Don't draw any pictures.**



For Sale!  
 1 red Scott Peak bike!  
 Only 3 months old!  
 21 gears!  
 Includes drink bottle holder.  
 Adjustable seat and bars.  
 For sale for \$110  
 If you are interested, please contact  
*name on phone no.* (YEAR 8)

Bike For Sale !!!  
  
 10 speed, SCOTT, front and back  
 brakes; etc....  
 excellent condition 2 years old  
 hardly used.  
  
 Only \$500  
 PH: *phone no.* (YEAR 8)

I want to sell a  
 red Scott Mountain bike  
 with J-bars and drink  
 holder. It also has a light  
 and 21 gears. It  
 looks like new  
 and is about  
 \$500. (YEAR 8)

### BIKE For Sale

A bike is going to on sale  
 on Sunday it is going to be in front  
 of a white creamy garrage in  
 wellington. It has two lights that  
 turn on orange. And it has a  
 spechal spechal drink holder.  
 It costs 100 dollars. It will  
 be on sale from Sunday  
 to the next week. It takes effpos.  
 And we could hold onto it untill  
 you pay or keep if you pay and when  
 you want to get it you can. (YEAR 4)

% responses  
 y4 y8

indicates bike for sale	81	98
refers to condition/type/features of bike	71	93
price mentioned	58	71
contact phone number or address indicated	47	70
<b>Effectiveness of advertisement:</b> ( <i>persuasiveness</i> )		
highly effective	4	17
moderately effective	27	41
slightly effective	40	33
not effective	29	9

### Commentary

The most common omission was information about how to contact the seller. About 60 percent of year 8 students and 30 percent of year 4 students produced an advertisement rated moderately or highly effective.