

Including a direct quotation

Direct quotation shorter than 40 words

Today's cars are designed to make it easy for mechanics to fix most problems, which are now diagnosed by hooking the car up to a computer. Indeed, as one expert has noted, "Cars today are not just four wheels and engine; they are sophisticated computers" (Browning, 2016, p. 40).

Enclosed within
QUOTATION
MARKS

Uses the EXACT
TEXT from the
source

Includes a
CITATION after
the closing
quotation mark
and BEFORE the
period

Direct quotation longer than 40 words

The Auto expert Dar Francise (2015) notes that buyers can sometimes request that the seller of a used car pay for a vehicle history report (VHR):

Because you want to spend all your money on getting the best car you can, and not on purchasing a detailed VHR, one option is for you to ask the seller to purchase the VHR. Many sellers are willing to do so, because a good VHR is written proof that the car does not have specific problems. Of course, a VHR cannot and will not tell you everything about a car. Perhaps it takes a while to warm up in the winter, or it tends to stall on rainy days. (p. 19)

Introduced with a
signal phrase that
includes the
AUTHOR and
YEAR OF
PUBLICATION

Quotation is
INDENTED by a
half-inch.

Quotation is NOT
enclosed within
quotation marks.

Includes the PAGE
or PARAGRAPH
number at the end
of the quotation
and AFTER the
period