# Including a direct quotation

## Direct quotation shorter than 40 words

Uses the EXACT TEXT from the source

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).

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

Enclosed within QUOTATION MARKS

## Direct quotation longer than 40 words

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

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):

Quotation is NOT enclosed within quotation marks.

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)

Quotation is INDENTED by a half-inch.

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