

# **Course: Business English**

## **Level 2**

Day №19



Do people like to go shopping in your country?  
Where do they go?  
Do they haggle?

## Culture Focus

- a. Look at the dictionary definition for the verb *haggle*

Haggle v to attempt to decide on a price or conditions which are acceptable to the person selling the goods and the person buying them, usually by arguing.

Read the text. Do you think it gives good advice?

### When haggling:

#### Do's

1. Do research the value of the item. Ask local people how much you should pay.
2. Do take your time. Make several visits to the shop if necessary.
3. Do try to speak a little of the seller's language. The effort is appreciated.

#### Don't s

1. Don't be rude. Apologize and walk away if the price is too high.
2. Don't show too little or too much interest in the item.
3. Don't start with too low a price. This signals that you don't know much about the item or the market.

- b. Think about visitors to your country.
1. What can they buy?
  2. Where should they buy it?
  3. Can they haggle?

## Reading activity

TRADER: Hello.

TOURIST: Hi.

TRADER: You like this lamp? I'll give you a special price.

TOURIST: Yes, it's very nice. This is bamboo right?

TRADER: Yes. Best quality bamboo. It's the best in this market.

TOURIST: OK. How much is it?

TRADER: How much do you want to pay?

TOURIST: I'll give you 5 US dollars.

TRADER: No, no, no. I cannot sell for five dollars. Ten dollars is OK.

TOURIST: No. that's too much. How about six dollars?

TRADER: OK. A very special price. You can have this lamp for eight dollars.

TOURIST: How about seven dollars?

TRADER: OK. Seven dollars.

TOURIST: OK. I'll take it.



Questions:

1. What did the customer buy?
2. What kind of shop is it?
3. How much did the customer spend?
4. Did the customer haggle?

## Communication activity



### TEACHER

Greet the customer

Show the customer some items.  
Describe them.

Give prices.

Haggle- offer a new price.

You are a customer at a market stall. The stall sells T-shirts, jeans, summer dresses, and sandals. Decide what you want to buy, and the maximum price you will pay.

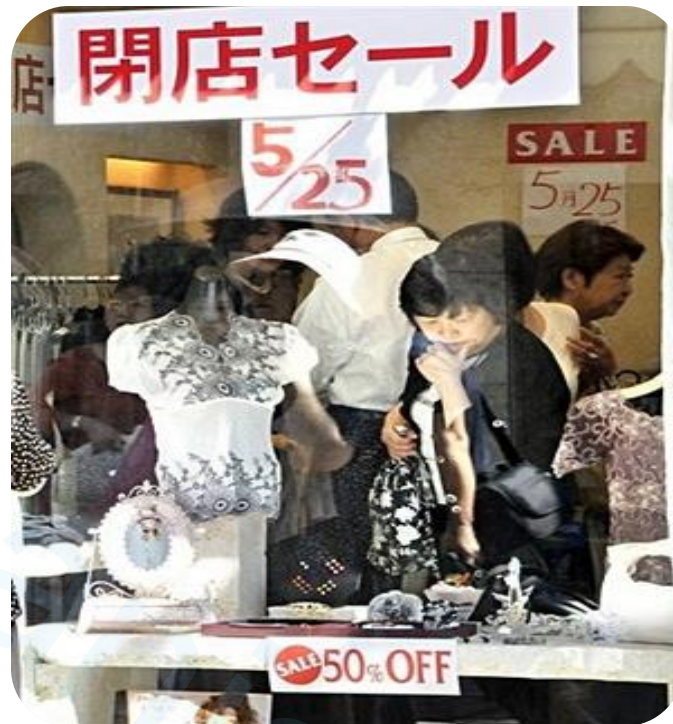
### STUDENT

Say what you are looking for.

Ask for prices.

Haggle- ask for a new price.

Keep haggling until you decide to  
take the item or leave it.



- ❖ How often do you shop?
- ❖ In your country, is it ok to ask for discounts?
- ❖ What's the biggest discount you've gotten?

## Reading activity

TOURIST: Excuse me.

ASSISTANT: Hello.

TOURIST: How much is this shirt?

ASSISTANT: It's 50 Singapore dollars.

TOURIST: Umm...can you give a discount?

ASSISTANT: No. I'm sorry but the prices are fixed. All department stores here fix the prices.

TOURIST: Oh...I see. OK, I'll take it.

ASSISTANT: Thank you.



### Questions:

**What does the customer buy?**

**What kind of shop is it?**

**How much does the customer spend?**

**Does the customer haggle?**

## Communication Activity

Act out the role play below.

You are a customer in an electronics store. The store sells computers, stereos, TV's, videos, and cameras. Decide what you want to buy, and how much discount you would like.



### TEACHER

Greet the customer

Show the customer some items. Describe them.

Give prices.

Offer a discount or politely refuse.

### STUDENT

Say what you are looking for.

Ask for prices.

Ask for a discount.

Say you will take the item or you will leave it.



***Thank you for  
today!***

***I'm looking forward to  
seeing you again!***