Module 6: Shopping and Bargaining

Pre-test / แบบทดสอบก่อนเรียน

Choose the best answer.

1. A: Jane._____?

   B: In my opinion, it's too expensive.

   1. What do you know?
   2. What do you think about the car?
   3. How did you find the car?
   4. What makes you say that?

2. You ask the shopkeeper to reduce the price for you by saying:

   1. Give me a price, will you?
   2. Here is the fixed price, isn't it?
   3. I'd like to know whether or not it's cheaper.
   4. Could you give me a discount?

3. Rick: My clients are very interested in the house.

   Todd: _____

   Rick: They are willing to offer 10,000 baht less than the asking price.

   1. How much do they want to offer?
   2. What is the higher price?
   3. What are the clients offering?
   4. What are you willing?

4. Customer: How much are the rambutan?

   Seller: Er... rambutan ... they're 40 baht a kilo.

   Customer: Right... OK... I'll give you 110 for three. _____ .

   Seller: Ah, go on then.

   1. How is it going?
   2. Is it good price?
   3. How does that sound?
   4. Do you think is it pricey?

5. That's 1,490 baht_____

   1. alltogether
   2. altogether
   3. for all
   4. for totally

6. Do you _____ credit cards?

1. exept
2. except
3. accept
4. exceep

7. A: What's the price for it?

B: This laptop is on sale for 15,000 baht.

A: Seriously? It's second hand.

B: _____ .

1. It depends on you.
2. That's the fixed price.
3. It is as high as I'll go.
4. It is a low as I'll go.

8. A: Sir, this is a lovely piece of jewelry. Your girlfriend will love it.

A: I do, but my money is a bit tight. _____.

1. I'm interested.
2. Sorry, that's perfect.
3. Could you give me a discount?
4. What if I buy two?

9. Customer: How much is this car?

Salesperson: It is 300,000 baht.

Customer: _____ .

Salesperson: But it's in excellent condition with low miles on it.

1. That sounds good.
2. I couldn't part with it.
3. I've already one of it.
4. That's a little high.

10. A: How much are they?

B: They're 4,000 baht.

A: Can I pay with a Master Card?

B: _____ .

A: Excellent, thank you!

1. Yes, we accept all major credit cards.
2. Yes, we will be appreciated your payment.
3. No, only cash, please.
4. No, we won't accept all credit cards.

USEFUL EXPRESSION FOR SHOPPING AND BARGAINING

vendor (n.) = someone who is selling something

negotiate (v.) = to have formal discussions with someone in order to reach an agreement with them

haggle (v.) = to attempt to decide on a price or conditions that are acceptable to the person selling the goods and the person buying them, usually by arguing

It's a mint condition (idm.) = in excellent condition, as if new

So Expensive! แพงจัง

- That's too expensive!
- That seems a bit pricey.
- It's overpriced.
- That's a little high.
- That's a bit steep.

Task 1 / กิจกรรมมอบหมายงานที่ 1

Answer the questions.

1. Have you ever bargained?

---

2. Did you get a good price?

_____

3. What strategies did you use?

_____

4. Do people often haggle in your country?

_____

5. What other negotiating do you do in your everyday life?

_____

Task 2 / กิจกรรมมอบหมายงานที่ 2

Watch the VDO and fill in the column.

The sentences the buyer use for lower the price.	The sentences the seller use for remaining the price.
1. I have only $1 coin. Would you take $1 for this?	1. But, that's a fix priced.

USEFUL EXPRESSIONS FOR SHOPPING AND BARGAINING

If you are a buyer...

For asking the price การถามราคา

- How much is it?
- How much does it cost?
- What does this book/T-shirt/shoes/dress costs?
- How much is this book/T shirt/shoes/dress?
- How much is that altogether?
- How much do these bags cost?

For bargaining การต่อรองราคา

- How about .....baht?
- Can you make it lower?
- Can you lower the price?
- Can you give me a discount?
- Is there any discount?
- That's too expensive, how about .....baht?
- Oh, that's rather expensive, how about .....baht?
- Is there any discount for this dress/shirt/sweater?
- Could you come down a bit on the price?

If you are a seller...

Refusing the bargaining การปฏิเสธการต่อรองราคา

- I'm sorry, it's the fixed price.
- I'm afraid you can't bargain.
- I'm sorry, we don't put discount on this product.
- It's on sale already.
- You're killing me here! Where's my profit?
- Sorry, sir. The prices went up today. I have to charge more.
- It is a very reasonable price.
- I cannot accept..... Give me..... and it is yours.

Accepting the bargain การตอบรับการซื้อขาย

- Ok, I'll give you ..... % discount.
- That's ok.
- Well, just a little.
- Just for you, madam/sir. ....
- You drive a hard bargain.
- I'll make you a good deal ..... but that's the lowest I can go.

Example of conversations:

Nat : Wow! That's a lovely T-shirt. It looks so nice.
Shopkeeper : It's 100% cotton.
Nat : How much is it?
Shopkeeper : It made from good material. It's 490 baht.
Nat : Four hundred and ninety! That's too expensive. But it's very attractive.
Shopkeeper : How much can you pay, madam?
Nat : How about 300 baht.
Shopkeeper : I'll make a special price for you, madam. Three hundred seventy baht
Nat : How about three hundred fifty?
Shopkeeper : Just for you, madam. Three hundred and fifty baht
Nat : OK, it's deal.

Beth: Are you the owner?
Owner: Yes.
Beth: I'm interested in this laptop.
Owner: It's in perfect working order. I sell for 14,000 baht.
Beth: Why are you selling it?
Owner: I have got another one. I don't need two.
Beth: It is a bit pricey. Would you take 12,000?
Owner: No, I couldn't go below $13,000.
Beth: Can I give you my name and number and if you don't get a better offer, you could give me a call?
Owner: Sure. Go ahead.

Task 3 / กิจกรรมมอบหมายงานที่ 3

Work in a pair. Create the shopping and bargaining situation.

A = Seller: Design what you want to sell. Make a plan for initial and final price.

B= Buyer: Try to buy things with the reasonable price.

Module 6: Shopping and Bargaining

Post-test / แบบทดสอบหลังเรียน

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   Customer: Right... OK... I'll give you 110 for three. _____ .

   Seller: Ah, go on then.

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3. That's 1,490 baht_____

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   2. alltogether
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4. Rick: My clients are very interested in the house.

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   2. except
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   4. accept

6. A: What's the price for it?

   B: This laptop is on sale for 15,000 baht.

   A: Seriously? It's second hand.

   B: _____ .

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   2. It depends on you.
   3. That's the fixed price.
   4. It is as high as I'll go.

7. A: Jane._____?

   B: In my opinion, it's too expensive.

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    B: They're 4,000 baht.

    A: Can I pay with a Master Card?

    B: _____ .

    A: Excellent, thank you!

    1. Yes, we accept all major credit cards.
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