

BARGAINING

Dialogue:

- LYN:** Excuse me. How much do you want for this bowl?
OWNER: Let's see. Hmm... That's an outstanding piece of Depression glass --- in perfect shape. It's worth 150 bucks.
LYN: A hundred and fifty dollars! Oh, I couldn't possibly pay that much.
 It's a shame. It's really nice.
OWNER: Hold on, lady. I said it was worth 150 bucks I'm only asking \$115.
LYN: A hundred and fifteen dollars?
OWNER: Yeah, it's a real bargain
LYN: Oh I'm sure it is. But I can't afford that
OWNER: Well, look. Tell you what I'll do. I'll make it an even \$100.
 I can't go any lower than that.
LYN: I'll give you \$65.
OWNER: Sixty- five! Come on, lady. You've got to be kidding. I paid more than that for it myself. Take it for \$90. It's worth every penny.
LYN: Well, maybe I could give you \$75.
OWNER: Eighty-five. That's my final price.
LYN: Eighty.
OWNER: Make it \$83.
LYN: OK. Eighty-three.
OWNER: Let me wrap it up for you. There you are, lady ----- a real bargain
LYN: Yeah, thanks a lot

VOCABULARY:

- BARGAINING** - Something offered or acquired at a price advantageous to the buyer
BARGAIN - An advantageous purchase
BUCK - A dollar
OUTSTANDING - distinguished from others in excellence
DEPRESSION- basin, bowl
PENNY -In the United States and Canada, the coin that is worth one cent
EVEN -Having an exact amount, extent, or number; precise

Expressions:

- How much do you want for this bowl?
 • It's worth 150 bucks.
I couldn't possibly pay for that!
 It's very expensive.
 The price is too high.
 I couldn't afford it.

PRACTICE:

A: How _____ do you want for the bowl?

B: Its _____ \$75.

A: A hundred and fifteen _____?

B: Yeah, it's a real _____.

A: Oh I'm sure it is. But I can't _____ that.

A: Let me _____ it up for you. There you are, lady ----- a real bargain

B: Yeah, _____ a lot.

Exercise:

1. Do you know how to ask discount in a store? How do you do it?
2. Do you always make a bargain when you buy in a store? Why?
3. Where do you go when you look for bargains?
4. Do you think bargains usually have low quality than those items which are not bargains? Prove or defend your answer.
5. What can you say about the dialogue?