# The ins and outs of haggling

This resource is for the teacher. It provides the content and instructions you need to share with students.

Instructions

Ask students to stand up and clear a space so that they can move freely from one side of the room to the other. Tell students that there is an imaginary line down the centre of the classroom. Explain that you will read a series of strategies for haggling. For each strategy, they need to consider the question ‘Will this strategy increase my chances of getting the best price?’. If they think the strategy will be effective, they move to the left-hand side of the room, and if they think it will be ineffective, they move to the right-hand side of the room. Once all students have chosen their response and moved, reveal the answer.

1. Address the shopkeeper appropriately: 언니 (female to female), 오빠 (female to male), 누나 (male to female) or 형 (male to male) to make their day.

**Answer: Yes, this will increase your chances of building rapport with the shopkeeper.**

1. If the mood isn’t good, try singing a happy song.

**Answer: No. If the mood isn’t good, it is a good idea to go elsewhere.**

1. Make sure you go in your best clothes so you look wealthy.

**Answer: No, be modest. Dressing down can help. Avoid wearing name brand clothes or carrying a fancy purse, when asking for a discount.**

1. Show sympathy.

**Answer: Yes, showing sympathy often appeals to Korean people.**

1. If the shopkeeper is aggressive, be aggressive back.

**Answer: No, be ready to leave. If the shopkeeper is aggressive, then it is best to take your business elsewhere.**

1. Be patient.

**Answer: Yes, take some time in a store you feel comfortable in.**

1. Build a relationship first with the shopkeeper.

**Answer: Yes, once you are viewed as a regular (단골), it becomes a lot easier to ask for a discount.**

1. Buy the item in the first shop you find.

**Answer: No, shop around. There is no shortage of stores in South Korea, and you will find another store carrying the same items.**

1. Offer a really low price.

**Answer: No, the shopkeepers will be offended and not give you a discount.**

1. Be respectful when haggling.

**Answer: Yes, don’t be disrespectful or talk down to anyone. In addition, do not criticise the items or the store.**

1. Answer the question ‘How much do you want to pay?’.

**Answer: No, avoid answering this.**

1. Hesitate when you find something you like. Act like you’re thinking about it.

**Answer: Yes, do not act too keen. Make the shopkeeper think you are not overly interested in an item.**

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