# The truth about haggling

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

Instructions

Write the characters for true (진실) and false (거짓) on the board. Demonstrate the meaning of the words by making true and false statements. Show a picture of an apple and say 사과예요, then point to the characters for true on the board and say the word aloud. Then, show a picture of an onion and say 바나나예요, and point to the characters for false on the board, saying the word aloud. Repeat this process until students understand the meaning of the words and are able to respond independently using 진실 or 거짓 in response to your statements about the images of foods and drinks.

Provide the ‘Activity sheet’ for students to complete. If they think the statement in the first column of the table is true, they write 진실 in the second column. If they think the statement in the first column of the table is false, they write 거짓 in the second column. When students have completed the activity, direct them to compare their responses with a partner. Go through the responses with the class and answer any questions or discuss any issues that have arisen about the statements. You may like to consider reading the statements in Korean before reading them English if it is appropriate for your context.

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| Statement | Answer |
| Haggling is a common practice in Korean markets. | True. Haggling is a common, culturally accepted practice in many Korean markets. |
| Haggling is considered rude and inappropriate in Korean culture. | False. While excessive haggling may be frowned upon, moderate haggling is generally acceptable. |
| Shopkeepers in Korean markets often set fixed prices, and haggling is not expected. | False. Many shopkeepers in Korean markets expect customers to negotiate and haggle for better prices. |
| Politeness is not important when haggling in Korean markets. | False. Politeness is crucial in Korean culture, even during haggling. Being respectful is appreciated. |
| Haggling is more common in traditional markets than in modern shopping centres in Korea. | True. Customers are more likely to haggle in traditional markets compared to modern shopping centres. |
| Prices in Korean markets are fixed, and attempting to haggle can lead to conflict. | False. Prices are often negotiable, and haggling is a part of the buying process in many Korean markets. |
| Foreigners are discouraged from haggling in Korean markets. | False. While not everyone may be fluent in Korean, attempting to haggle is generally well-received, and shopkeepers may appreciate the effort. |
| Haggling is only applicable when purchasing expensive items in Korean markets. | False. Haggling can be done for various items, regardless of their price. |
| Korean shopkeepers may initially quote higher prices to leave room for negotiation. | True. It is not uncommon for shopkeepers to start with a higher price, expecting customers to negotiate a lower one. |
| Haggling is a purely economic transaction and has no cultural significance in Korea. | False. Haggling is not just about the transaction; it is also a cultural interaction that can build rapport between the buyer and seller. |

## Activity sheet

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| Statement | 진실 or 거짓 |
| Haggling is a common practice in Korean markets. |  |
| Haggling is considered rude and inappropriate in Korean culture. |  |
| Shopkeepers in Korean markets often set fixed prices, and haggling is not expected. |  |
| Politeness is not important when haggling in Korean markets. |  |
| Haggling is more common in traditional markets than in modern shopping centres in Korea. |  |
| Prices in Korean markets are fixed, and attempting to haggle can lead to conflict. |  |
| Foreigners are discouraged from haggling in Korean markets. |  |
| Haggling is only applicable when purchasing expensive items in Korean markets. |  |
| Korean shopkeepers may initially quote higher prices to leave room for negotiation. |  |
| Haggling is a purely economic transaction and has no cultural significance in Korea. |  |

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