# Bargaining – *Tawar-menawar* mixed listening activities

## Activity 1 – What would you say next?

Listen to the dialogues being read aloud. Each will be read twice. The dialogues will stop midway through the conversation. In the table below, write down what you would say next when the conversation stops.

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| --- | --- |
| Item | Sentence or question |
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## Activity 2 – Listening slalom

Listen to the bargaining dialogue being read aloud. It will be read twice. There is a translation of the dialogue hidden in the table below. Each row of the table has the correct line being said, but also 2 incorrect lines. Highlight each correct line as you hear it, working your way down the table.

|  |  |  |  |
| --- | --- | --- | --- |
| Line | Option A | Option B | Option C |
|  | Good morning, Sir. What would you like to buy? | Good morning, Ms. What would you like to buy? | Good afternoon, Ms. What would you like to buy? |
|  | Good morning, Sir. I want to buy a hat. | Good morning, Sir. I want to buy 2 hats. | Good morning, Sir. I want to buy a top. |
|  | What brand of hat? | How many hats? | Which hat? |
|  | Hmm, 3 hats. How much are they? | Hmm, the yellow hat. How much is it? | Hmm, the green hat. How much is it? |
|  | The price is eighty thousand rupiah. | The price is ninety thousand rupiah. | The price is fifty thousand rupiah. |
|  | Wow, that’s too expensive, Sir. How about thirty thousand rupiah? | Wow, that’s too expensive, Sir. How about forty thousand rupiah? | Wow, that’s too expensive, Sir. How about forty-five thousand rupiah? |
|  | Oh no, it’s a fixed price. | Oh no, I will lose. Seventy thousand rupiah. | Oh no, I will lose. Fifty thousand rupiah. |
|  | Fifty thousand rupiah, can you do it? | Fifty-five thousand rupiah, can you do it? | Sixty thousand rupiah, can you do it? |
|  | I can, Ms. The quality is really good. | I can’t, Ms. You can’t bargain. | I can, Ms. Wow, you are good at bargaining! |
|  | Thank you, Sir. Here’s the change. | Thank you, Sir. Here’s the money. | Thank you, Sir. The price is good. |

## Activity 3 – Bargaining dialogue

Listen to the conversation between a seller and a buyer. The conversation will be read twice. Answer the questions below.

1. List the items that are being sold in the shop.

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1. Why doesn’t the buyer want to buy the orange t-shirt?

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1. What strategies and phrases do the buyer and seller use during the conversation to get a good price? Give 3 examples.

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1. What compliment does the seller give to the buyer at the end of the conversation?

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1. Do you think this was a successful bargaining experience for the buyer? Explain your answer.

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## For the teacher

Remove this section before sharing this resource with students.

Students who are Deaf, deaf and hard of hearing may be given these transcripts to support them to access the texts.

### Activity 1 – What would you say next?

#### Audio file

[Activity 1 – what would you say next.mp3 (2:50)](https://players.brightcove.net/6197335233001/default_default/index.html?videoId=6353779217112).

#### Transcript

1. Seller: *Selamat pagi, Bu. Mau beli apa?*  
   Buyer: *Selamat pagi, Pak. Saya mau beli sarung.*  
   Seller: *Yang mana?*
2. Buyer: *Berapa harga ukiran kecil ini, Bu?*  
   Seller: *Harganya dua ratus ribu rupiah, Pak. Kualitasnya baik.*
3. Buyer: *Saya mau beli kacamata hitam. Berapa harganya?*  
   Seller: *Harganya seratus ribu rupiah, Pak.*  
   Buyer: *Wah, terlalu mahal! Bisa tawar-menawar?*
4. Buyer: *Saya mau beli rok panjang ini. Berapa harganya?*  
   Seller: *Harganya dua ratus ribu rupiah.*  
   Buyer: *Bisa kurang, Pak?*
5. Seller: *Harganya lima puluh ribu rupiah.*  
   Buyer: *Oke Pak, ini uangnya.*

#### Answers

The answers below are suggestions only as student responses can vary in this task.

|  |  |
| --- | --- |
| Item | Sentence or question |
|  | *Yang…[*adjective*].* For example, *Yang biru* or *Yang asli.* |
|  | *Wah, terlalu mahal* or *Bisa tawar-menawar?* |
|  | *Bisa* or *Maaf, harga pas.* |
|  | *Bisa* or *Bisa, bagaimana…[*price*]?* |
|  | *Terima kasih, ini uang kembalinya.* |

### Activity 2 – Listening slalom

#### Audio file

[Activity 2 – listening slalom.mp3 (1:49)](https://players.brightcove.net/6197335233001/default_default/index.html?videoId=6353777165112).

#### Transcript

Seller: *Selamat pagi, Bu. Mau beli apa?*

Buyer: *Selamat pagi, Pak. Saya mau beli topi.*

Seller: *Topi yang mana?*

Buyer: *Hmm, topi yang hijau. Berapa harganya?*

Seller: *Harganya delapan puluh ribu rupiah.*

Buyer: *Wah, terlalu mahal, Pak. Bagaimana kalau empat puluh ribu rupiah?*

Seller: *Aduh, saya rugi. Tujuh puluh ribu rupiah.*

Buyer: *Lima puluh ribu rupiah, bisa?*

Seller: *Bisa, Bu. Wah, kamu pandai tawar-menawar!*

Buyer: *Terima kasih, Pak. Ini uangnya.*

#### Answers

Correct responses are indicated in bold.

|  |  |  |  |
| --- | --- | --- | --- |
| Line | Option A | Option B | Option C |
|  | Good morning, Sir. What would you like to buy? | **Good morning, Ms. What would you like to buy?** | Good afternoon, Ms. What would you like to buy? |
|  | **Good morning, Sir. I want to buy a hat.** | Good morning, Sir. I want to buy 2 hats. | Good morning, Sir. I want to buy a top. |
|  | What brand of hat? | How many hats? | **Which hat?** |
|  | Hmm, 3 hats. How much are they? | Hmm, the yellow hat. How much is it? | **Hmm, the green hat. How much is it?** |
|  | **The price is eighty thousand rupiah.** | The price is ninety thousand rupiah. | The price is fifty thousand rupiah. |
|  | Wow, that’s too expensive, Sir. How about thirty thousand rupiah? | **Wow, that’s too expensive, Sir. How about forty thousand rupiah?** | Wow, that’s too expensive, Sir. How about forty-five thousand rupiah? |
|  | Oh no, it’s a fixed price. | **Oh no, I will lose. Seventy thousand rupiah.** | Oh no, I will lose. Fifty thousand rupiah. |
|  | **Fifty thousand rupiah, can you do it?** | Fifty-five thousand rupiah, can you do it? | Sixty thousand rupiah, can you do it? |
|  | I can, Ms. Wow, the quality is really good! | I can’t, Ms. You can’t bargain. | **I can, Ms. Wow, you are good at bargaining!** |
|  | Thank you, Sir. Here’s the change. | **Thank you, Sir. Here’s the money.** | Thank you, Sir. The price is good. |

### Activity 3 – Bargaining dialogue

#### Audio file

[Activity 3 – bargaining dialogue.mp3 (4:04)](https://players.brightcove.net/6197335233001/default_default/index.html?videoId=6353776564112).

#### Transcript

Seller: *Selamat siang, Bu. Ada banyak suvenir yang bagus di toko saya. Ada topi, sarung, kaus dan sandal jepit. Mau beli apa?*

Buyer: *Selamat siang, Pak. Saya mau beli kaus.*

Seller: *Kaus yang mana? Yang jingga, yang hitam, yang putih?*

Buyer: *Yang jingga terlalu besar, Pak. Saya mau yang hitam karena trendi sekali. Berapa harganya?*

Seller: *Kualitasnya baik, Bu. Harganya seratus ribu rupiah.*

Buyer: *Wah, terlalu mahal, Pak. Bisa tawar-menawar?*

Seller: *Bisa, Bu.*

Buyer: *Bagaimana kalau enam puluh ribu rupiah?*

Seller: *Tidak bisa, Bu. Bisa tambah lagi?*

Buyer: *Hmm. Kalau saya beli dua kaus, berapa harganya?*

Seller: *Hebat, Bu. Kalau beli dua kaus, harganya seratus delapan puluh ribu rupiah.*

Buyer: *Bisa kurang sedikit, Pak?*

Seller: *Bisa, Bu. Seratus enam puluh ribu rupiah untuk dua kaus. Harga spesial ya.*

Buyer: *Seratus lima puluh ribu rupiah, bisa?*

Seller: *Bisa, Bu. Kamu pandai berbahasa Indonesia dan pandai tawar-menawar!*

Buyer: *Terima kasih, Pak. Ini uangnya.*

#### Answers

1. Hats, sarongs, t-shirts and flip-flops.
2. It is too big.
3. Answers could include:

* The seller says that the quality of the item is good.
* The seller says that this is a ‘special price’.
* The buyer offers to buy 2 t-shirts for a reduced price.
* The buyer offers approximately half of the first asking price.
* Both the buyer and seller use questions to directly ask for a reduction or increase in the price.

1. The seller tells the buyer that they are good at speaking Indonesian and good at bargaining.
2. Yes, it was successful because the buyer was able to buy each t-shirt for Rp 75.000 when the original price offered was Rp 100.000. The buyer used a range of bargaining strategies to have the price reduced, and they were polite and friendly with the seller.

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