

Section

5

寻找减价商品

Searching for Sales

Useful Words

第1步 熟悉词汇

- | | |
|-----------------------------------|---|
| 1 discount ['diskaʊnt] 折扣 | 2 retail ['ri:teɪl] 零售 |
| 3 wholesale ['həʊlseɪl] 批发 | 4 reduction [rɪ'dʌkʃn] 减少 |
| 5 coupon ['ku:pən] 优惠券 | 6 markdown ['mɑ:kdaʊn] 减价 |
| 7 bulk [bʌlk] 大量的 | 8 depreciation [dɪ,pri:ʃi'eɪʃn] 贬值 |
| 9 budget ['bʌdʒɪt] 便宜的 | 10 clearance ['kliərəns] 清空 |
| 11 giveaway ['gɪvəweɪ] 赠送的 | 12 cheapen ['tʃi:pən] 减价 |
| 13 steal [sti:l] 便宜货 | 14 special ['speʃl] 特价 |

Useful Sentences

第2步 牢记句型

现学现用万能句

- ☺ Oh look, they're having a sale on ...!
哦，看，所有的……都清仓甩卖！
- ☺ Is everything in the store on sale? 商店里的所有东西都打折吗？
- ☺ Items on this rack are 50% off. 这个挂架上的东西打5折。
- ☺ If I buy more than one, will you give me a discount?
如果我多买一点，你会给我折扣吗？
- ☺ There is a clearance sale today. 这儿今天清仓大甩卖。
- ☺ Is this the discounted price? 这是打折后的价格吗？
- ☺ Are you having a sale now? 你们现在有打折吗？
- ☺ Do you have anything on sale? 你们有什么特卖品吗？

1 Oh look, they're having a sale on all women's shirts!

哦，看，所有的女式衬衫都清仓甩卖！

- Oh nice, a sale on all men's ties. 哦，太好了，所有的男式领带都打折。
- I was looking for some shoes, looks like they're all on sale.
我看了些鞋，好像都减价销售。

2 We should shop around for the best deal. Many stores have stuff on sale during holiday season. 我们应该货比三家挑选最好的，节假日好多商场都在打折呢。

- Oh, look! There's a clearance sale. Maybe we'll come across some real bargains. 瞧，那有清仓大甩卖，也许我们能碰到物美价廉的东西呢。
- It's just twenty dollars. That's at rock-bottom price!
只要 20 美元，超级便宜！

◇ shop around 货比三家

clearance sale 清仓大甩卖

3 Is this the discounted price? 这是打折后的价格吗？

- How much is this after discount? 这件打过折以后是多少钱？

4 Are you having a sale now? 你们现在有打折吗？

- Is everything in the store on sale? 商店里的所有东西都打折吗？
- Is all the goods on sale? 这些商品都打折吗？

5 Items on this rack are 50% off. 这个挂架上的东西打 5 折。

- Goods on this stand are all 50% off from the regular price.
这个摊位上的商品都打 5 折。

◇ rack [ræk] *n.* 挂架，搁架

6 Where's the flour on special? 特价出售的面粉在哪里？

◇ flour ['flaʊə(r)] *n.* 面粉

7 If I buy more than one, will you give me a better price?

如果我多买几件，你能不能给我优惠一点儿？

Chapter 4 日常购物生活

- If I buy in bulk, are they cheaper? 如果我大批量买的话, 会便宜点儿吗?
 - If I buy more than one, will you give me a discount?
如果我多买一点, 你会给我折扣吗?
-

8 Excuse me, do you have anything on sale?

打扰一下, 你们有什么特卖品吗?

- Are there any less expensive goods on sale?
这有什么价格便宜的商品卖吗?
-

9 Buy one get one free. 买一送一。

- Two for one. 买一送一。
 - Choose one and the second is free. 买一件第二件免费。
-

10 We have a clearance sale today. 我们今天清仓大甩卖。

- There is a clearance sale today. 这儿今天清仓大甩卖。

Useful Conversations

第 3 步 模仿对话



1. 折扣货架 Sale Rack

John: I need a new pair of shoes for work.

Salesgirl: Well, we have a new line of dress shoes just over here.

John: How about something on sale?

Salesgirl: Sure, we have the men's sale rack at the back of the store.

John: Thanks.

Salesgirl: No problem, everything is at least 10% off. The ones marked with red stickers are 30% off.

约翰: 我上班需要一双新鞋。

女店员: 好的, 我们那边新进了一排时髦的鞋子。

约翰: 有打折的吗?

女店员：有，本店最里面有男士的折扣货架。

约翰：谢谢。

女店员：不客气。每件商品都至少是 10% 的折扣。贴着红色价签的是 30% 的折扣。

◇ dress shoe 时髦鞋，盛装鞋 sticker ['stɪkə(r)] *n.* 标签



2. 打五折 50% off Sale

Alice: I need a new dress to wear to my cousin's wedding next weekend.

Laurens: Do you want to look in this store? Or we could look at the new boutique across the street.

Alice: I don't want to spend too much money on it. I probably won't wear it after the wedding.

Laurens: We could try the department store in the mall. They usually have good prices. Or we could look for some sales on this street.

Alice: Let's see if there are any sales and if not we can head to the mall.

Laurens: That sounds good.

Alice: Ooh, that store has a 50% off sale!

Laurens: Let's go look.

爱丽丝：我需要一条新裙子，下周末去参加我表姐的婚礼。

劳伦斯：你想进这家店去看看吗？或者我们去街对面的时装店看看。

爱丽丝：我不想在这上面花太多的钱。可能婚礼过后就不会再穿了。

劳伦斯：我们可以去购物中心的百货商店看看。那里的价格通常很优惠。要不我们就在这条街上看看。

爱丽丝：咱们看看是否有什么在打折吧，如果没有的话，我们再去购物中心。

劳伦斯：听起来不错。

爱丽丝：哦，那家店铺在打五折！

劳伦斯：咱们过去看看。

◇ boutique [bu:'ti:k] *n.* 时装店



Useful Paragraph

第4步 诵读短篇



When you feel hurt and your tears are gonna to drop. Please look up and have a look at the sky once belongs to us. If the sky is still vast, clouds are still clear, you shall not cry because my leave doesn't take away the world that belongs to you.

当你的心真的在痛，眼泪快要流下来的时候，那就赶快抬头看看，这片曾经属于我们的天空；如果天依旧是那么的广阔，云依旧是那么的潇洒，那就不要哭泣，因为我的离去，并没有带走你的世界。



Cultural Background

第5步 了解文化

寻找减价商品的目的是省钱，其实购物省钱有很多种方法：1. 支付现金。支付现金其实不比刷卡麻烦多少，在取款前，先想好今天打算花多少钱购物，这样有了预算就可以避免信用卡透支的烦恼。2. 做大决定前先休息一下。在决定是否买昂贵的东西之前，可以先离开店一会儿。3. 不要被“买一个，第二个半价”的优惠所迷惑。只要算下数学，这样的打折不过是25%。4. 别去富人区买打折品。有钱人常常会购买全价商品，因此还未等到打折很多东西都已经销售一空。5. 为新季节购物前写个清单，不要盲目购物。6. 最好赶早。最好的购物时间是早上。售货员还没有被购物潮弄得心烦意乱，商品也是整整齐齐。而且即使三心二意不知是否该买，也有时间再回来。7. 不要不好意思。不管你买什么都最好问下是否有打折，而不是问一个具体打折多少。