

# 0051

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M: Hello English learners! Welcome back to EnglishPod! My name is Marco.

E: And I' m Erica.

M: And today we' re bringing you another great lesson /and this time we' re gonna be shopping 这次的主题是购物,我们要去购物.

E: That' s right. Actually a lot of our users, um, **asked for** some... some lessons about shopping, right?

M: Exactly /and I think 主 one of the most important things when you go shopping 系 is to get a good price.

E: That' s right.

M: So, we' re gonna be teaching you /how to bargain.

E: So, Marco, you just mentioned a really great word, um, let' s look at it /in "vocabulary preview" .

Voice: Vocabulary preview.

M: Alright, so, we' re gonna preview the word **bargain** 讨价还价 , 谈判 today.

E: Bargain.

M: Bargain.

E: Bargain.

M: Now, this is an interesting word /because it' s a verb and a noun.

E: That' s right, um, so, a bargain is a good price, right?

M: Okay, so, a bargain is a good price.

E: Yep, this t-shirt was a bargain, um, I only paid a dollar for it. 我只花了 1 美元就买到了.

M: Okay, so /that is a bargain.

E: Yes.

M: But **to bargain** as a verb...

而作为动词 "to bargain" 时...

E: Um, to try and get a good price.

M: So, it' s very similar to negotiate.

E: Yeah, so, I would say "uh, it costs a hundred dollars".

M: And then /I would say maybe "ah, I' ll give you fifty".

E: "Ah, seventy five".

M: Um, and I say "sixty".

E: Etcetera 等等 ; 以及其它, etcetera [NOTE: Etcetera = etc. = **and so on** 等等 , 诸如此类, **and so forth** 等等 , 诸如此类]

M: Hehe. And that' s to bargain, right?

E: Yep.

M: Okay, so we' re gonna be bargaining 我们要讨价还价, uh, let' s listen to the dialogue for the first time /as we have a woman bargaining in a store, right?

E: That' s right.

## Header 1

A: Hello. May I help you?

B: Yeah, this dress is really nice! How much is it?

A: That one is one hundred and fifty dollars.

B: One hundred and fifty dollars? What about this other one over here?

A: That' s one hundred and forty dollars.

B: Hmm...that' s a bit out of my price range 价格范围. Can you give me a better deal 更好的交易?

A: This is an exclusive design 独家设计 by DaMarco! It' s a bargain 便宜货 , 减价品 ; 协议 , 交易 at that price.

B: Well, I don' t know. I think I' ll **shop (v.) around** 四处逛逛,去别家看看(寻找最适合的商品或服务 , 以最低的价格).

A: Okay, okay, how about one hundred dollars?

B: That' s still **more than** I wanted to spend. What if I take both dresses?

A: Okay, I can give you a *special discount* 特别折扣, just be- cause you **seem like** a nice person. One hundred and ninety dollars for both.

B: I don' t know... It' s still a bit pricey (a.高价的 , 过分昂贵的) 还是有点贵.... Thanks anyway 不过还是谢谢您了.

A: Okay, my final price! One hundred dollars for both! That' s two /for the price of one. That' s my last offer!

相当于买一送一 ( two for the price of one )

B: Great! You' ve got a deal 成交!

M: Alright, that was some good bargaining skills right there.

E: Yeah, and, you know what, she used a lot of good language 很多实用的表达 to get, ah, a cheaper price, didn' t she?

M: Yeah, yeah, that was good. So, let' s take a look at this language in "language takeaway" .

Voice: Language takeaway.

M: Okay, the first word we have *in language takeaway* today— price range 价格范围、预算.

E: Price range.

M: Price range.

E: Price range.

M: Price range. What does it mean exactly?

E: So, *price range* is, uh, the minimum and the maximum /that you' re willing to spent for a thing that you wanna buy.

M: Exactly, so, in the dialogue /we heard *it' s out of my price range*.

E: It' s more than I can spend.

M: More than I could spend.

E: Yeah.

M: Okay. Okay, let' s look at our next word — shop around 货比三家、去别家看看.

E: Shop around.

M: Shop around.

E: Shop around.

M: So, she said "I' ll think... I think I' ll shop around".

E: Right, um, so she wants to check /in a few other stores /to see if there' s a better price.

M: If I shop around /I' m going and trying **to compare (v.) prices** maybe.

E: Exactly, this is a really good, um, shopping technique.

M: Yeah, it is.

E: Yeah.

M: Okay, and let' s look at our last word — pricy 贵的、偏贵的.

E: Pricy.

M: Pricy.

E: Pricy.

M: So, something that' s pricy is...

E: Expensive.

M: Expensive.

E: Yep, this is, uh... *a more sort of* informal way of saying expensive.

"pricy" 是 "expensive" 的一种更口语化的说法

M: Exactly, so **instead of** saying "Wow! That car is really expensive!"

E: It' s really pricy.

M: It' s really pricy.

E: Yeah.

M: Okay, let' s listen to our dialogue for the second time /and it' s gonna be slowed down 减缓速度 a bit.

E: So you' ll understand some of these great words /a little bit better.

### Header 1

A: Hello. May I help you?

B: Yeah, this dress is really nice! How much is it?

A: That one is one hundred and fifty dollars.

B: One hundred and fifty dollars? What about this other one over here?

A: That' s one hundred and forty dollars.

B: Hmm...that' s a bit out of my price range. Can you give me a better deal?

A: This is an exclusive design by DaMarco! It' s a bargain at that price.

B: Well, I don' t know. I think I' ll shop around.

A: Okay, okay, how about one hundred dollars?

B: That' s still more than I wanted to spend. What if I take both dresses?

A: Okay, I can give you a special discount, just be- cause you seem like a nice person. One hundred and ninety dollars for both.

B: I don' t know... It' s still a bit pricey... Thanks any- way.

## Header 1

A: Okay, my final price! One hundred dollars for both! That' s two for the price of one.  
That' s my last offer!

B: Great! You' ve got a deal!

M: So, we' ve covered the language in this dialogue, now let' s take a look at some of the phrases /in "putting it together" .

Voice: Putting it together.

E: So, Marco, in this dialogue /there' s a lot of really useful phrases, um, to help you get a better price /when you shop, right?

M: Exactly.

E: So, the first one we have is *can you give me a better deal?*

M: Can you give me a better deal?

E: Can you give me a better deal?

M: So, if I' m shopping /and something is too expensive...

E: Yeah.

M: I would use this sentence with the shopkeeper ( 通常指小商店的 ) 店主.

我会对店主说这句话.

E: Yeah, so you might say, um, "hey, this is out of my price range, could you give me a better deal?"

M: Can you give me a better deal?

E: Yep.

M: Okay, we have some examples of *can you give me a better deal*, let' s listen.

Voice: Example one.

A: I really like this shirt, but it' s too expensive. Can you give me a better deal?

Voice: Example two.

B: Can you give me a better price /on this car? I really don' t have that much money.

E: So, you can see here that /you can say "can you give me a better deal" or "can you give me a better price".

M: Alright, let' s take a look at our next phrase — *that' s still more than I wanted to spend.*

E: That' s still more than I wanted to spend.

M: That' s still more than I wanted to spend.

E: So, if the seller suggests (v.) a really high price /you can say...

M: That' s still more than I wanted to spend. So basically /you' re telling the shopkeeper...

E: Still too expensive.

M: It' s still too expensive.

E: Yeah.

M: You still don' t want to spend that much.

E: Uhu.

M: Alright, let' s take a look at our last phrase.

E: That' s my last offer 这是我最后的报价了.

M: That' s my last offer.

E: That' s my last offer.

M: Now, this could work (v.) both ways. It could be the shopkeeper /that' s telling you that.

这句话双方都能用。可能是店主跟你说...

E: That' s my lowest price.

M: Right. Or you could say /that' s my last offer.

E: That' s my highest price, if you are buying it.

M: Right, because sometimes /when you' re bargaining /the shopkeeper will say "alright, *what' s your best offer* 那你最多能出多少钱, how much will you pay?"

E: "Hundred dollars, that' s my final offer".

M: Exactly.

E: Uhu.

M: Alright, so, we' ve looked at *a lot of* great phrases and words /and now you' re ready to bargain /and also listen to this dialog for the third time /and then we' ll come back and talk some more.

### Header 1

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A: This is an exclusive design by DaMarco! It' s a bargain at that price.

B: Well, I don' t know. I think I' ll shop around.

A: Okay, okay, how about one hundred dollars?

B: That' s still more than I wanted to spend. What if I take both dresses?

A: Okay, I can give you a special discount, just be- cause you seem like a nice person. One hundred and ninety dollars for both.

B: I don' t know... It' s still a bit pricey... Thanks any- way.

A: Okay, my final price! One hundred dollars for both! That' s two for the price of one. That' s my last offer!

B: Great! You' ve got a deal!

M: Alright, so I know that /in Canada /it' s not really common to bargain 砍价其实不太常见, right?

E: No, it... it really isn' t /like even when you go to the market to buy fruits and vegetables, uh, it' s very very rare /to bargain with the shopkeeper.

确实不常见。就算是去市场买水果蔬菜,也很少会跟摊主砍价。

M: Uhu, uhu.

E: How about in Ecuador 厄瓜多尔 ( 位于拉丁美洲 ) ?

M: No, in Ecuador /you definitely bargain 你肯定会讨价还价.

E: Really?

M: Well, if you go to the mall, for example...

E: Yep.

M: Or if you go to a supermarket, of course you wouldn' t really bargain. 去超市, 那肯定不用砍价

E: Yeah.

M: Unless maybe you go to a small store /or you go to one of the local markets.

E: Yeah.

M: Then it' s more common to bargain.

E: Yeah.

M: **And you have to, because people expect (v.) you to bargaining.**

而且你必须砍价, 因为卖家都默认你会砍价。

E: Really?

M: Yeah, yeah, in many countries in the world /bargaining is almost like an art.

E: Yeah, that' s true. Actually, Marco, you are an excellent bargainer 交易者; 讨价还价的人, aren' t you?

M: Hehe. Yeah, I' ve... I' ve been known (v.) **to bargain with** the shopkeepers /in... ah...

I' ve been known to bargain *a little bit* 稍微地, 有那么一点 with... with the shopkeepers /and helping out 帮忙.

我确实有过跟店主砍价的经历, 而且有时候还能帮别人砍到好价格。

熟悉我的人都知道, 我 ( 在购物时 ) 会稍微跟店主讲一下价, 帮 ( 自己/大家 ) 省点钱。

E: A little bit? I mean /you' ve got better prices **than** I can even imagine (v.) getting.

我记得你砍到的价格, 比我能想到的最低价还低呢 !

M: Hehe. Yeah, that' s... that' s a good story /maybe we' ll get JP to... **to go to** our comments section 评论部分, 评论区 /and tell you about that, ah...

E: Yeah.

M: So, we want to know about your countries. *Is it common* to bargain? Do you really do it? Is it okay? Or when is it okay?

E: Yes, tell us. Visit our website at englishpod.com, tell us about, um, you country' s *bargaining customs* 砍价习俗 and, um, also leave your questions there for us.

M: Exactly, we' ll be there to answer them, but *until then* 直到那时 we gotta go, so... Bye!

E: Good bye!

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