

این فایل کمکی توسط وب سایت زبان امید تهیه شده است.
هر گونه کپی و یا استفاده از آن توسط وب سایت های
دیگر پیگرد قانونی خواهد داشت.

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world traveler

The writer starts off by telling a story about a woman who bought a rug from the vendor for 800 dollars. When the woman first chose the rug she liked and asked the price, the first offer the vendor made was 1000 dollars. After a little conversation back and forth the woman walked away and not long after that was it that the vendor went after her and offered 800. The woman bought the rug for 800 dollars. What happened was bargaining.

The writer emphasizes the importance of bargaining as you might travel a lot and might be interested in buying souvenirs for friends and families. The writer has been traveling a lot since 1995 and is now a bargaining guru. Here are 5 top tips by the writer.

First tip: Before you bargain, you need to know how much something you want is really worth. You kind of need to know the general price range for the item you're looking for. This will help you know when it's time to turn down or accept an offer.

Second tip: Make a counter-offer when the vendor announces the price. This is what the vendor also expects, so never accept the first offer.

Third tip: Remember to stay polite and respectful during the process. Make it fun, but bear in mind that it's more of a game rather than a competition.

Fourth tip: You don't have to buy just because you had a conversation with the vendor. Stay calm and be prepared to walk away if you think the item is not worth the amount of money the vendor is charging. Probably, the vendor will come running after you.

Fifth tip: If you think you're not confident enough to bargain, wear sunglasses. It helps you with your confidence as the vendor cannot see your eyes. Your eyes can show your feelings especially when you're intimidated or nervous.

With that said, make sure you learn how to bargain and always give it a try. If you travel and go back home without having experienced bargaining, you'll have missed out on one of life's most interesting experiences. Safe travels.

1. What happened when the woman walked away?

The vendor went after her.

2. What price did both vendor and buyer agree on?

They both agreed on 800 dollars.

3. What does the word mock in the phrase “Mock frustration” mean?

It means fake.

4. Since when has the writer been traveling?

The writer has been traveling since 1995.

5. What is the writer’s first tip?

The writer wants us to do some research at first and get a good idea of the general price range for the item we want to buy.

6. Does the vendor expect us to make a counter-offer?

Yes, the vendor does not expect us to accept the first offer.

7. What does the writer mean by “Stick to your guns”?

The writer means that you should not give in easily.

8. What can you do politely if the vendor insists it’s impossible to go any lower on the price?

You can politely show him or her how much money you have.

9. What is most likely to happen once you walk away from the store?

The vendor will most likely come running after you.

10. When should you walk away?

You should walk away when you can't get a fair price.

11. How do sunglasses help you?

They make you look more confident as the vendor cannot see your eyes.