

Negotiating a Discount or Price at a Market

CEFR B1 Roleplay



1. Warm-up Discussion

1. Have you ever tried to negotiate a price or ask for a discount at a market? What was the experience like?
2. What are some reasons you might want to negotiate a price when shopping at a market?
3. What strategies do you use when negotiating a price? Do you start by offering a lower price, or do you ask for a discount directly?
4. How do you politely ask for a discount or negotiate a price with a seller?
5. What are some reasons a seller might agree or refuse to lower the price?
6. How do you feel when you successfully negotiate a lower price? Does it affect your decision to buy the item?

2. Example Conversation: Negotiating a Discount or Price at a Market

Student A (Buyer):Hi, I'm interested in buying this handmade scarf. It's beautiful! How much does it cost?

Student B (Seller):Thank you! The scarf costs \$50. It's made from high-quality wool.

Student A:\$50 seems a bit expensive for me. I really like it, but I was hoping to spend around \$35. Could you offer a discount?

Student B:I understand, but this scarf is made with a lot of care and attention. How about \$45?

Student A:It's really lovely, but \$45 is still a bit more than I was planning to spend. Could you lower the price to \$40? I'd buy it right now.

Student B:You drive a hard bargain! But since you like it so much, I'll agree to \$40.

Student A:Great! Thank you. I'm happy with that price. Do you accept credit cards?

Student B:Unfortunately, I only take cash. There's an ATM nearby if you need it.

Student A:No problem, I have cash. Here's \$40.

Student B:Thank you! I hope you enjoy the scarf. It looks great on you.

Student A:I'm sure I will. Thanks for the discount and for being so kind.

Student B:You're welcome! Have a wonderful day.

Student A:You too! Goodbye.

Student B:Goodbye!

3. Background

You are at a local market, looking to buy a handmade item. You find something you really like but think the price is a bit high. You decide to negotiate with the seller to get a better deal. During the conversation, you'll discuss the quality of the item, offer a lower price, and agree on a final price that works for both of you.

4. Instructions

Student A (Buyer):

You are interested in buying an item at the market, but you think the price is too high. Politely ask the seller if they can lower the price. Suggest a lower price and negotiate until you both agree on a final price.

Student B (Seller):

You are selling handmade items at the market. A customer wants to buy something but is asking for a discount. Listen to their offer and negotiate with them. Try to get a fair price for your item while being friendly and open to negotiation.

5. Vocabulary List

negotiate, discount, price, seller, buyer, market, quality, expensive, cash, offer, agree, bargain, handmade, item, fair, purchase, accept, lower, credit card, ATM.