



ESL Podcast 849 – Bargaining With Store Owners

GLOSSARY

vase – a ceramic or glass object with an open top, used for holding and displaying cut flowers placed in water

* For their wedding anniversary, Kenji gave his wife a beautiful vase of a dozen roses.

to talk (someone) down – to get someone to agree to accept a lower price for something he or she is selling

* That's incredible! How did you talk the salesman down to just \$13,000 for that car?

starting price – the initial selling price, especially when the buyer and seller expect to agree on a lower price; the first price stated by the seller

* In this market, the starting price is usually about 20% higher than the final selling price.

negotiable – a price or terms/conditions that can be discussed and changed until they are acceptable to everyone involved

* The salary we offered is not negotiable, but we might be able to improve the benefits package or give you more vacation time.

rock bottom price – the lowest possible price; the least amount of money someone is willing to sell something for

* The store is closing next week, so it is selling all remaining items at rock bottom prices.

not one penny less – minimum; without being willing to lower the price any more

* I'll sell it to you for \$4.75, but not one penny less.

steal – a very good deal; something that is being sold at a very low price

* Heather loves going to garage sales, because she usually finds some great steals.

to bargain – to negotiate; for a buyer and seller to discuss and change the price of something until they reach agreement

* We were willing to bargain the price of almost everything at our garage sale, except the price of the really nice table.



GLOSSARY

vase – a ceramic or glass object with an open top, used for holding and displaying cut flowers placed in water

* For their wedding anniversary, Kenji gave his wife a beautiful vase of a dozen roses.

to talk (someone) down – to get someone to agree to accept a lower price for something he or she is selling

* That's incredible! How did you talk the salesman down to just \$13,000 for that car?

starting price – the initial selling price, especially when the buyer and seller expect to agree on a lower price; the first price stated by the seller

* In this market, the starting price is usually about 20% higher than the final selling price.

negotiable – a price or terms/conditions that can be discussed and changed until they are acceptable to everyone involved

* The salary we offered is not negotiable, but we might be able to improve the benefits package or give you more vacation time.

rock bottom price – the lowest possible price; the least amount of money someone is willing to sell something for

* The store is closing next week, so it is selling all remaining items at rock bottom prices.

not one penny less – minimum; without being willing to lower the price any more

* I'll sell it to you for \$4.75, but not one penny less.

steal – a very good deal; something that is being sold at a very low price

* Heather loves going to garage sales, because she usually finds some great steals.

to bargain – to negotiate; for a buyer and seller to discuss and change the price of something until they reach agreement

* We were willing to bargain the price of almost everything at our garage sale, except the price of the really nice table.



ESL Podcast 849 – Bargaining With Store Owners

to give (something) away – to give something to someone for free, without receiving any money or anything of value in return; to sell something at a price that is much lower than what it is worth

* The company gives away the razors in the hopes that people will buy their expensive razor blades.

to budge – to change one's position; to move a little bit in some way

* He is very stubborn and his says his opinions will never budge.

to haggle – to negotiate or bargain to try to get a lower price

* It's okay to haggle, but don't start with such a low price that you offend the seller.

good things come to those who wait – a phrase used to advise someone to be patient and not expect immediate results

* Don't be so impatient! It takes times for the tomato plants to grow, but good things come to those who wait.

to walk away – to end a discussion and refuse to continue negotiating or bargaining, usually because the other person is being unreasonable or cannot meet one's needs

* They were having a heated argument and Tanya became so rude that Tomasz decided to just walk away.

cheap – wanting to have the lowest possible price and refusing to pay more, not respecting the value of the goods or services being sold

* Yuki is so cheap that she refuses to buy fruit if it costs more than one dollar per pound.



ESL Podcast 849 – Bargaining With Store Owners

to give (something) away – to give something to someone for free, without receiving any money or anything of value in return; to sell something at a price that is much lower than what it is worth

* The company gives away the razors in the hopes that people will buy their expensive razor blades.

to budge – to change one's position; to move a little bit in some way

* He is very stubborn and his says his opinions will never budge.

to haggle – to negotiate or bargain to try to get a lower price

* It's okay to haggle, but don't start with such a low price that you offend the seller.

good things come to those who wait – a phrase used to advise someone to be patient and not expect immediate results

* Don't be so impatient! It takes times for the tomato plants to grow, but good things come to those who wait.

to walk away – to end a discussion and refuse to continue negotiating or bargaining, usually because the other person is being unreasonable or cannot meet one's needs

* They were having a heated argument and Tanya became so rude that Tomasz decided to just walk away.

cheap – wanting to have the lowest possible price and refusing to pay more, not respecting the value of the goods or services being sold

* Yuki is so cheap that she refuses to buy fruit if it costs more than one dollar per pound.

以上内容仅为本文档的试下载部分，为可阅读页数的一半内容。如要下载或阅读全文，请访问：<https://d.book118.com/198034071123006023>