

High-Intermediate 1
Unit 4 Reading
Presented by Mohammad Rajabpur

World Traveler

It's a Bargain

By Tammy Samuelson

bargain (verb) = to ask for a discount; to negotiate the price

bargain (noun) = a discount offered to you after negotiating the price

In an open-air market in Turkey, a tourist **is admiring** the beautiful oriental rugs on display. She **finds** one she **likes** and **asks** the price. "One thousand dollars," the vendor **says**. She **knows** she shouldn't pay the full price, so she **says** "six hundred." "Nine hundred," the vendor **counters**. The woman **throws up** her hands in mock frustration and **walks away**. The vendor **goes** after her. Not long afterwards both vendor and buyer **agree** on eight hundred dollars, a 20 percent reduction. Both vendor and customer **are smiling** and happy. They've just **participated** in a ritual that **has existed** for centuries all over the world: bargaining.

admire = praise, appreciate

oriental = eastern ≠ occidental

vendor = salesperson

counter (v.) = react, respond

mock = not real, pretended

frustration = annoyance

participate in = take part in; attend

ritual = ceremony, rite

So you're **visiting** another country this year? You already **have** your tickets, and you **leave** next Tuesday at 4 P.M. A week from now you'll **be relaxing** in the sunshine or **visiting** famous landmarks. By the end of the summer, you'll **have been traveling** for several weeks, and it'll **be** time to think about bringing back some souvenirs for friends and family. Souvenirs **cost** money, though, so maybe if you **do** some bargaining, you'll **be** able to get some good buys. What? You **don't know** how to bargain? You're afraid to? Relax. In my capacity as Times travel editor, yours truly **has been making** trips abroad since 1995, and bargaining is one thing I've **learned** how to do. In this week's column, I'm **going to give** you some tips on how to perform this most enjoyable activity.

landmark = an object or feature of a landscape or town that is easily seen and recognized from a distance, especially one that enables someone to establish their location

you'll have been traveling ⇒ the future perfect progressive

souvenir = a gift from a trip

Souvenirs cost money, though. = But souvenirs cost money.

buy (n.) = purchase

capacity = capability

Yours truly = I

column = a regular article in a newspaper or magazine

tip = a piece of advice

First tip: Find out how much something **is** worth. When you **bargain** with someone, the object of the game **is not** to beat the vendor. It's to pay a fair price for whatever you **want** to buy. So do some research. Get a good idea of the general price range for an item. That way you'll **be** able to bargain with confidence.

object = aim, goal, purpose

beat = defeat

fair = reasonable

with confidence = confidently

OK. You've **been doing** your research. Now you **know** how much things **cost**, so you can go shopping.

Second tip: Never accept the first offer. You'll **need** to make a counter-offer when the vendor **announces** the price. Remember: The vendor **expects** this.

counter-offer = an offer against another offer

announce = declare; say something publicly

Third tip: Treat the vendor with respect. Remember that, while the bargaining experience should not be a competition, it should be a game. Stick to your guns, but have fun with the process. If the vendor **insists** it's impossible to go any lower on the price, show him or her how much money you have. But be polite.

treat = behave toward

with respect = politely; respectfully

Fourth tip: Be prepared to walk away if you **don't get** a fair price. Don't get angry. Just make it clear that you're **not going to buy** if the vendor doesn't come down. If he doesn't, start to walk away. As soon as you **do** this, he **will** most likely **come** running after you.

prepared = ready

as soon as = once; when

likely = probably

The final tip: Be sure to wear sunglasses. For centuries people of many cultures **have regarded** the eyes as "the windows of the soul." If you're nervous or intimidated, this **will show** in your eyes. Wear dark glasses to conceal your anxiety. You'll **feel** more confident if you **do**.

regard = consider

intimidated = frightened

conceal = hide

So, are you persuaded? Feel a little more confident, or at least a little less nervous? If you **go** home without having experienced bargaining, you'll **have missed out** on one of life's most interesting experiences. Give it a try. Have a great trip and have no fear!

persuaded = convinced

Full Text:

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So you're visiting another country this year? You already have your tickets, and you leave next Tuesday at 4 P.M. A week from now you'll be relaxing in the sunshine or visiting famous landmarks. By the end of the summer, you'll have been traveling for several weeks, and it'll be time to think about bringing back some souvenirs for friends and family. Souvenirs cost money, though, so maybe if you do some bargaining, you'll be able to get some good buys. What? You don't know how to bargain? You're afraid to? Relax. In my capacity as Times travel editor, yours truly has been making trips abroad since 1995, and bargaining is one thing I've learned how to do. In this week's column, I'm going to give you some tips on how to perform this most enjoyable activity.

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Sample Summary:

The article "It's a Bargain!" offers a guide to bargaining, using a story of a tourist negotiating the price of a rug in Turkey. The tourist and the vendor engage in a back-and-forth negotiation, ultimately agreeing on a price that satisfies both. The article provides tips for effective bargaining: research the item's value, never accept the first offer, treat the vendor with respect, be prepared to walk away if the price isn't fair, and wear sunglasses to conceal nervousness. The author encourages readers to try bargaining during their travels, highlighting it as a valuable and enjoyable experience.

Source:

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