

Speaking Lesson

Lesson 28: That's a bit steep!

レッスン 28: たっかいな～!

Target: Getting a discount at a shop
目的: お店で値下げ交渉をしてみましょう!Reading
単語

New vocabulary introduced in the reading

• LED TV	LEDテレビ
• that depends	それは場合によりけりです
• go with...	～を選ぶ
• set (someone) back (money)	(費用などが) かかる
• run (someone) (money)	(費用などが) かかる
• a grand	\$1000
• knock down the price	割引する
• price match	プライスマッチに応じる
• throw... in	～を付ける

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Read the passage and circle the new words as you find them

Staff: Hello. Welcome to Happy Camera. Can I help you?
Greg: Yeah. I'm thinking about buying a new TV.
Staff: Great. What kind of TV are you after: Plasma, LCD or LED?
Greg: Hmm, I'm not really sure. What do you recommend?
Staff: That depends. What size are you looking for?
Greg: Probably around 50 - 60" or so.
Staff: In that case, I think you should go with the plasma. Let me show you what we have.
Greg: Thank you.
Staff: Here we have our brand new models. They just came in last week
Greg: Nice. I quite like the back one. If I decide to buy it, how much is it going to set me back?
Staff: It'll run you just under 2 grand. \$1,998.50.
Greg: Is that with tax?
Staff: No, with tax it's \$2180.00.
Greg: That's a little out of my price range. Do you have a less expensive one?
Staff: Sure. That one over there is \$1,500.
Greg: Wow! That's more than I'd thought. Can you knock down the price a bit?
Staff: Hmm. I can discount the price by 10% if you like.
Greg: 10% you say? Hmm. But, I saw the same model at Nexus Camera for \$1350. Do you guys price match?
Staff: Sure. If they have it for \$1350, we can match the price and beat it by 10%. So, how does \$1215 sound?
Greg: \$1215 sounds better. That's more in my price range, but do you think you could discount the price some more?
Staff: Sorry. I can't discount the price any more.
Greg: What if I paid cash?
Staff: Then, I could give you some extra points if you like.
Greg: Can you throw anything else in?
Staff: Well... if you buy it today and you pay cash, I guess I could throw in some nice HDMI cables or one of those DVD players over there.
Greg: OK, sold.

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Answer the questions below

1. What does Greg say to ask about the price?
2. What does Greg say to ask about a cheaper model?
3. What does Greg say to ask for a discount?
4. What does Greg say to ask for a 2nd discount?
5. What does Greg say to ask for a 3rd discount?
6. What does Greg say to ask for a 4th discount?
7. What does Greg say to ask for a free item?
8. What does Greg say when she agrees to the terms?

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