



BARGAINING FOR FUN

GIVE IT A TRY

Listen to the conversation and choose the correct answer.



Question 1.

- A What do the man and woman agree on?
- Ⓐ The woman shouldn't wear black.
 - Ⓑ The man should wear light brown.
 - Ⓒ The woman should wear a skirt, not a suit.

Question 2.

- C What does the woman say about her clothes?
- Ⓐ She says she needs a lot more brown clothes.
 - Ⓑ She says that she's never bought beige clothes before.
 - Ⓒ She says that she has lots of brown clothes.



Question 3.

- B Why doesn't the woman want to buy the shoes?
- Ⓐ The pair of shoes is not suitable for her.
 - Ⓑ She doesn't want to spend that much.
 - Ⓒ This pair of shoes is of poor quality.

Question 4.

- C What does the man suggest to the woman?
- Ⓐ He thinks the woman should try them for a while.
 - Ⓑ He believes that the gift is perfect for a friend.
 - Ⓒ He suggests other items for her to look at.

SPEAK UP

Answer the questions.

1. How much money do you usually spend a week?
2. What kinds of things can you bargain the price down?
3. Is bargaining an important skill? Why or why not?
4. Who is the best at bargaining in your life? What does that person usually say?
5. When are good and bad times to bargain?

ROLE PLAY

- A: Can I help you find something?
B: Yes, I'm looking for a(n) _____.
/ No, I'm just looking.
- A: I don't think that color suits you at all.
B: You're right. It makes me look too _____.
- A: What do you think of this _____?
B: I think you look good in it. It's just your style. / I think it looks awful. It doesn't suit you.



Snappy Shopper

Karen is **wandering**¹ along the street with her boyfriend, Leo.

Karen: Leo, look! I found something I've been looking for for weeks.

Leo: What is it?

Karen: My ideal handbag. It looks **elegant**² and it **goes well with** my dress.

Leo: Come on, you have many bags to **go with**³ your dress!

Karen: Leo!

(While Leo is complaining, Karen talks to a street vendor⁴.)

Karen: How much is the handbag?

Vendor: You mean the one **with** silver **spangles**⁵ and **beads**⁶?

Karen: Yes.

Vendor: That one is NT\$2,000. **Since** you like it so much, I'll give you a good price. Are you a student?

Karen: Yes, yes, yes! How much will you **charge**⁷ a poor student?

Vendor: Well, \$1,500 is my final **offer**⁸.

Karen: No, no, no . . . Can you give it to me a little bit cheaper?

Vendor: \$1,300, **no more** discount. It's already very cheap!

Karen: I only have NT\$1,000. And there is a policeman heading right this way. You don't want to get **fined**⁹, right?

Vendor: OK, \$1,000. **Here you go**.

(The vendor starts packing up his stuff quickly.)

Leo: Karen, you do impress me a lot.

Karen: Call me the shopping queen!

Language Notes

1. **wander** [ˈwʌndə] v.
The tourists were wandering around the city, looking at the sites.
2. **elegant** [ˈeləɡənt] adj.
Tracy wore an elegant dress to the dinner party.
3. **go with** phr.
I want to get a belt to go with my pants.
- * 4. **vendor** [ˈvɛndə] n.
He bought a magazine from a newspaper vendor.
5. **spangle** [ˈspæŋɡl] n.
Don't buy that purse with spangles! It's really ugly.
6. **bead** [bid] n.
Mary's necklace broke, so there were beads all over the floor.
- * 7. **charge** [tʃɑrdʒ] v.
This computer has a one-year guarantee, so we won't charge you to fix it.
- * 8. **offer** [ˈɔfə] n.
Thank you for your offer of help.
9. **fine** [faɪn] v.
She was fined for speeding.

* Represents GEPT elementary vocabulary

CONVERSATION REVIEW

Listen and check the correct answer.  MP3 / 59

1. ☐ a. A dress ☒ b. A handbag ☐ c. Silver spangles

2. ☐ a. In a clothing store
☒ b. On the street
☐ c. In a department store

3. ☐ a. She's a street vendor.
☒ b. She's a student.
☐ c. She's a policewoman.



4. ☐ a. 20% off ☐ b. 30% off ☒ c. 50% off

5. ☐ a. Because she is a poor student and the street vendor takes sympathy on her
☐ b. Because she likes the handbag so much that the street vendor gives her a good price
☒ c. Because the street vendor does not want to get fined by the police



ADVERBIAL CLAUSES

An adverbial clause starts with a *subordinate conjunction*.

To Express Time	
We use as , when , and while to express two things happening at the same time. The adverbial clause is usually in a simple tense or continuous tense.	Mary did the dishes while Tom was mopping. As Cindy was walking down the stairs, everyone turned to watch. When her name was called, she stood up.
Before and after can be both conjunctions and prepositions.	Before Howard entered the house, he took off his shoes. After you finish your story, I want to tell you something. Nina feels much better after taking medicine.
We use until to express a continuous action that stops at that time. However, if we want to express an action that doesn't happen before that time or before something happens, we use not . . . until .	I stayed in the office until I finished my work. = I did not leave the office until I finished my work.
present perfect + since + simple past	I have been busy working since I graduated from college.

Fill in the blanks using the conjunctions above.

- ① After taking a shower, Kelly puts on body lotion.
- ② Eddie didn't get up when/until his mother came back.
- ③ She has lost seven pounds since she started to exercise.
- ④ The thieves started running when/after/as they saw the police.
- ⑤ Dan broke up with his girlfriend while/as he was studying abroad.
- ⑥ As/When/After I entered the room, I heard a strange sound.
- ⑦ Zoe has been working in the bank since she moved to the city.
- ⑧ We were having a picnic when/as it started to rain.
- ⑨ Before you go out with friends, make sure you finish your homework.
- ⑩ The students didn't stop talking when/as/until the teacher walked in the classroom.

To Express Reason

because + S. + V.
because of + N.

I don't want to go shopping **because** I don't have money.

Because of the rain, the game had to be canceled.

As and **since** are usually put at the beginning of the sentence.

As you've already heard the news, I won't repeat it.

Since no one can figure out the answer, let's ask the teacher for help.

To Express Purpose

so that + S. + V.
= so as to / in order to + V.

Pam is getting another job **so that** she can travel abroad.

= Pam is getting another job **so as to / in order to** travel abroad.

Sometimes we can use **so** instead of **so that**. **So** can be used to express both the result and purpose.

I bought the book **so (that)** I could read it.
I'm sick, **so** I didn't go to school today.

There is a comma (,) to separate the two statements.

Combine the two sentences using the given words.

- ① We left early.

We would not miss our train. (so that)

We left early so that we would not miss our train.

- ② No one wants to work with Willy.

People find him difficult to get along with. (because)

No one wants to work with Willy because people find him difficult to get along with.

- ③ You feel dizzy.

You should sit down and get some rest. (since)

Since you feel dizzy, you should sit down and get some rest.

- ④ Most people work.

Most people make money for the things they want. (in order to)

Most people work in order to make money for the things they want.



LISTENING TEST



聽力測驗：看圖辨義

MP3 / 60

請聽題目及三個選項，選出與圖案最相符的答案。

1. ☐ A

☒ B

☐ C



3. ☐ A

☒ B

☐ C



2. ☐ A

☐ B

☒ C



4. ☒ A

☐ B

☐ C



聽力測驗：問答

MP3 / 61

請聽問題，再從三個選項中選出一個最適合的答案。

1. C A I gave them some free gifts.

C The store had a promotion.

B We were at a picnic on Sunday.

2. B A That's the discount you're offering.

C Yes, they are all on sale today.

B You can't bargain in this store.

3. B A No, it was not terrible.

C No, I've never seen it.

B Yes, it was amazing.

4. A A That's a really good deal.

C You're right. It's a rip-off.

B They must be really trendy.

5. B A No, you can have it.

C Yeah, it's always fun.

B Yeah, it's not easy.

6. A A No, the prices here are fixed.

C No, it's already too expensive.

B Yes, would you like a rip-off?



Discounts and Deals



Keep an eye on low season rates turn out to be a great deal ask for a discount

For many of us, shopping is like a sport. Getting a great deal on a designer-label handbag or a **trendy**¹ MP3 player can feel like hitting a home run. Sometimes, shopping can be a **battle**² of wills between the buyer and seller. If you want to be a tough customer and drive a real hard bargain, then you need to **master**³ the art of **haggling**⁴. Great deals can be found almost everywhere. The secret is in knowing how to ask and never giving up.

Of course, a night market is a bargainer's paradise. There you can haggle **to your heart's content**⁵. But you need to be a good judge of quality, or the great bargain you thought you got can turn out to be the exact opposite, a **rip-off**⁶.

Unlike night markets, department store prices are usually fixed, so bargaining is no

picnic⁷. However, if you notice a small **flaw**⁸ in an item, you shouldn't hesitate to ask for a discount. If the clerk refuses to lower the price, ask for a VIP card instead. Keep an eye on sales and special **promotions**⁹ as these can be a shopper's best friends.

Always be a **savvy**¹⁰ traveler. At the airport check-in desk, ask for an **upgrade**¹¹ to first or business class. Call hotels directly and ask for upgrades or low season rates. **Complimentary**¹² breakfast, airport pickup, and other **freebies**¹³ are fair game as well.

The last word on shopping and bargaining: Keep asking, and you shall receive. Now go out there and hit a home run!

Language Notes

Synonym: ✓

1. **trendy** [ˈtrɛndɪ] *adj.* ✓ *fashionable*
I try to dress in trendy clothes, but I can't keep up with the trends.
2. **battle** [ˈbætl] *n.*
There were many well-known battles on this field.
- * 3. **master** [ˈmæstə] *v.*
He had learned to master his fear of heights.
4. **haggle** [ˈhægl] *v.*
In some countries, it is considered impolite to haggle over the price.
5. **to one's heart's content** *phr.*
You can eat Cantonese food to your heart's content in Hong Kong.
6. **rip-off** [ˈrɪp.ɔf] *n.*
This DVD player doesn't work. What a rip-off!
7. **no picnic** *phr.*
Raising three children is no picnic.
8. **flaw** [flɔ] *n.* ✓ *problem*
Her English isn't perfect; I noticed a couple of flaws.
9. **promotion** [prəˈmɒʃən] *n.*
That store has a new promotion every week.
10. **savvy** [ˈsævɪ] *adj.*
Martin is a savvy businessman, so he is very successful.
11. **upgrade** [ˈʌp.ɡred] *n.*
I don't like this room. Let's ask the hotel manager for an upgrade.
12. **complimentary** [ˌkɑmpləˈmentəri] *adj.*
✓ *free*
If you buy dinner here, you get a complimentary drink.
13. **freebie** [ˈfriːbi] *n.*
You have already bought nine tickets, so we can give you a freebie today.

* Represents GEPT elementary vocabulary

READING REVIEW

Check the correct answer.

1. What is the secret of getting a great deal?

<input type="checkbox"/> a. Making friends with the seller	<input type="checkbox"/> b. Just shopping at a night market
<input checked="" type="checkbox"/> c. Knowing how to ask and never giving up	<input type="checkbox"/> d. Hitting a home run
2. When should you ask for a VIP card?

<input type="checkbox"/> a. When there is a great special promotion
<input checked="" type="checkbox"/> b. When the clerk refuses to lower the price
<input type="checkbox"/> c. When something is going to be a rip-off
<input type="checkbox"/> d. When there is a small flaw in an item
3. According to the article, how do you bargain in a department store?

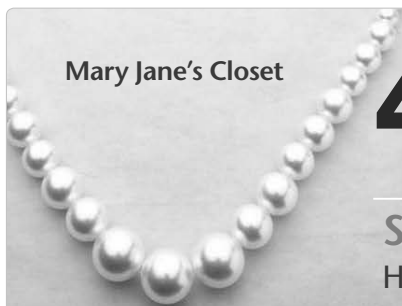
<input type="checkbox"/> a. Try offering half the clerk's starting price or a little more.
<input type="checkbox"/> b. You should shop with a major credit card or gift certificates.
<input checked="" type="checkbox"/> c. If you see a small flaw in something, ask for a discount.
<input type="checkbox"/> d. If the clerk doesn't want to lower the price, ask for a free gift instead.
4. Which of the following is NOT recommended in getting a good deal when traveling?

<input type="checkbox"/> a. Asking for an upgrade to first or business class at the airport
<input checked="" type="checkbox"/> b. Hagglng in a department store to your heart's content
<input type="checkbox"/> c. Seeing if hotels provide a complimentary breakfast or airport pickup
<input type="checkbox"/> d. Calling hotels directly and asking for low season rates



Buying items or services on sale is a great way to save money. Let's take a look at different places offering promotions.

Mary Jane's Closet



4th of July SALE

SAVE on pants, tops, dresses, suits, and accessories!
Hurry in for the best selection!



Learning Express

Spring Sale!

April 21*22*23

10% - 50% OFF

FREE gift wrapping! We ship anywhere!
Phone orders welcome! (715) 429-3838

GIVE IT A TRY

Use the words below to complete the sale poster.



www.jandm.com

Thursday Nov. 13 & Friday Nov. 14, 2014

Buy one shirt at regular price

Don't wait! This offer will not be repeated this year.

J&M

1st Time Ever!

EVERY SHIRT IN THE STORE

Buy one shirt at regular price

Get two shirts FREE

Don't wait! This offer will not be repeated this year.

www.jandm.com

Thursday Nov. 13 & Friday Nov. 14, 2014

2 DAYS ONLY!



I 閱讀能力測驗：詞彙與結構

請依照題意選出最適合的答案。

<p><u>A</u> 1. If we walk, we can _____ on bus fare.</p> <p>Ⓐ save Ⓑ sale</p> <p>Ⓒ discount Ⓓ off</p>	<p><u>B</u> 5. Does this tie _____ with my shirt?</p> <p>Ⓐ look Ⓑ go</p> <p>Ⓒ use Ⓓ while</p>
<p><u>B</u> 2. I've been looking _____ a watch like this for years!</p> <p>Ⓐ as Ⓑ for</p> <p>Ⓒ at Ⓓ by</p>	<p><u>C</u> 6. Somebody stole my bag _____ I was showering in the bathroom.</p> <p>Ⓐ once Ⓑ if</p> <p>Ⓒ while Ⓓ until</p>
<p><u>D</u> 3. There was nothing I really wanted to see, so I just _____ around the city.</p> <p>Ⓐ wondered Ⓑ wrangled</p> <p>Ⓒ wrestled Ⓓ wandered</p>	<p><u>A</u> 7. I think the salesclerk _____ me too much for the bread.</p> <p>Ⓐ charged Ⓑ changed</p> <p>Ⓒ cheated Ⓓ chugged</p>
<p><u>D</u> 4. I love the soap, comb, and other _____ you get when you stay in a hotel.</p> <p>Ⓐ picnics Ⓑ rip-offs</p> <p>Ⓒ upgrades Ⓓ freebies</p>	<p><u>C</u> 8. _____ the dog saw the boy, he was really happy.</p> <p>Ⓐ Who Ⓑ While</p> <p>Ⓒ When Ⓓ Where</p>

II 閱讀能力測驗：克漏字填空

請從四個選項中選出一個最適合的字詞填入空格中。

Helen is a very savvy shopper. While out with her boyfriend, Kevin, she finds the ① handbag. With lots of spangles and ②, it is one that she can wear with her favorite dress. The ③ tells her that it costs two thousand dollars, but he will give her a special student discount. He tells her that his final offer is fifteen hundred dollars, but Helen asks him for ④ even better price. Then, the man says she can have the bag for thirteen hundred dollars, which is the very lowest price. Helen says she only has a thousand, and then tells the man that a policeman is coming. Not ⑤ to get fined for selling things on the street, the man gives Helen the bag for a thousand dollars. Then he quickly packs up his things. This ⑥ Kevin. He labels Helen the queen of shopping.

- | | |
|--|---|
| <p><u>C</u> 1. Ⓐ idiom Ⓑ idle</p> <p> Ⓒ ideal Ⓓ idiot</p> | <p><u>B</u> 4. Ⓐ so Ⓑ an</p> <p> Ⓒ such Ⓓ a</p> |
| <p><u>A</u> 2. Ⓐ beads Ⓑ offers</p> <p> Ⓒ rip-offs Ⓓ freebies</p> | <p><u>D</u> 5. Ⓐ wanted Ⓑ want</p> <p> Ⓒ to want Ⓓ wanting</p> |
| <p><u>A</u> 3. Ⓐ vendor Ⓑ valet</p> <p> Ⓒ policeman Ⓓ customer</p> | <p><u>B</u> 6. Ⓐ wanders Ⓑ impresses</p> <p> Ⓒ goes with Ⓓ charges</p> |



閱讀能力測驗：閱讀理解
請依照文意選出最適合的答案。

A There are many ways you can get a better deal when shopping if you are prepared to master the art. You need to be a *tough* customer because it can be a battle between you and the seller. The night market is a great place to practice, as it's a bargainer's paradise. But you need to be a good judge of quality; otherwise, your "great deal" could turn out to be very expensive. You can't usually get cheaper prices in department stores, but you can always try. Look for flaws in the item you want to buy and then ask the seller to lower the price because of them. If you can't get a cheaper price, ask for some freebies instead, like a VIP card. Or see if the salesperson will give you something small, like a free mouse, if you're buying a computer. The key is to never give up.

- B** 1. What is the main theme of the passage?
- A** Getting the best deals at the night market
 - B** How to get better deals when shopping
 - C** Learning how to take shopping less seriously
 - D** How to get by without shopping too much
- A** 2. Which two words best explain the meaning of the word *tough*?
- A** Strong and difficult
 - B** Rich and trendy
 - C** Friendly and relaxed
 - D** Slow and shy
- D** 3. Which of the following is mentioned in the passage as a freebie?
- A** A computer
 - B** A flaw
 - C** A cheaper price
 - D** A mouse

B

Scooter for Sale



- 125 cc Suzuki
- only two years old
- driven for less than 15,000 kilometers
- never been in an accident

Price is **NT\$20,000**
(includes helmet)

Call David at 0931-133-400
No calls after 10 p.m., please

- C** 1. When should you call David?
- A** After ten at night
 - B** Only at 10 p.m.
 - C** Before ten at night
 - D** Anytime after 10 a.m.
- B** 2. What comes with the scooter?
- A** 125 cc of water
 - B** A helmet
 - C** A new battery
 - D** A lock



寫作能力測驗：單句寫作

A 句子改寫

請依題目之提示，將原句改寫成指定型式，並將改寫的句子完整地寫出。

1. While Lucy was watching TV, her boyfriend called. (用when改寫)

When Lucy's boyfriend called, she was watching TV.

2. The boy put on his coat before he went outside. (用after改寫)

The boy went outside after he put on his coat.

3. Because the weather is so bad, let's stay in the house. (用Because of改寫)

Because of the (bad) weather, let's stay in the house.

4. Bob exercises a lot so that he can become a firefighter. (用in order to改寫)

Bob exercises a lot in order to become a firefighter.

B 句子合併

請依照題目指示，將兩句合併成一句，並將合併的句子完整地寫出。

1. The students were studying for their test.

A dog ran into the classroom. (用while合併)

A dog ran into the classroom while the students were studying for their test.

2. Dave had finished his homework.

He went to see a movie.

As Dave had finished his homework, he went to see a movie.

3. Zoe can go shopping with her friends.

Zoe has to finish her homework first. (用not...until合併)

Zoe can't go shopping with her friends until she finishes her homework.

C 重組

請將題目中所有提示字詞整合成一句有意義的句子，並將重組的句子完整地寫出。

1. The most important key to success is to never give up.

most / never / important / success / key / up / is / to / to / The / give

2. Linda waited at the bus stop until her brother came home.

stop / brother / Linda / home / the / bus / until / at / her / waited / came

3. Kelly wants to buy a belt that goes with her jeans.

belt / Kelly / jeans / to / a / goes / buy / wants / that / with / her

4. Jane never mastered the art of making friends.

Jane / friends / art / never / the / mastered / making / of

5. I exercise three times a week in order to stay healthy.

three / week / I / to / healthy / times / order / exercise / in / stay / a