



SOLT I Indonesian Module 3 Lesson 6

Student Manual

Bargaining

DEFENSE LANGUAGE INSTITUTE
FOREIGN LANGUAGE CENTER





More DLI courses on LiveLingua - Online Language School

More DLI courses on LiveLingua - Online Language School

By the end of this lesson, you will be able to use bargaining techniques effectively by learning the skills in the following outline:

Bargaining for Merchandise

- Negotiate the price of items in a store
- Talk about prices of different merchandise
- Discuss acceptable bargaining techniques

More DLI courses on LiveLingua - Online Language School

TIP OF THE DAY

Bargaining is fun and efficient. The more you enjoy bargaining the more money you can save. If you are a tough barterer and are also lucky, you could probably end up paying half of the original price.
You cannot bargain at certain places such as supermarkets, shops, and grocery stores scattered along the streets, because they offer fixed prices. But you can bargain at the local markets. You can also bargain for public transportation such as: *becak, ojek, bemo, bajaj,* or even with taxis (sometimes the taxi driver doesn't want to use the meter). If you are not sure whether you can bargain or not, it is all right to ask them. It's a common thing to ask, and it doesn't offend them at all.

Scenario 1



This is a dialogue between a buyer and a seller at a fruit market. Practice with your partner and learn some useful expressions for bargaining.

Rina:	Selamat pagi, Bu!
Penjual:	Selamat pagi, Mbak!
Rina:	Jeruk sekilo berapa?
Penjual:	Yang mana? Yang ini? (*points out the green orange*)
Rina:	Bukan itu, jeruk "*Sunkist*"
Penjual:	Oh, itu Rp. 12.000,00.
Rina:	Wah, mahal sekali. *Boleh kurang*?
Penjual:	Berapa?
Rina:	Bagaimana kalau Rp. 6.000,00.
Penjual:	*Belum bisa*, Mbak. Rp. 10.000,00 *sudah pas*.
Rina:	Rp. 9.000,00 ya?
Penjual:	Maaf, Mbak. *Belum bisa. Saya tidak dapat untung*.
Rina:	Ya sudah (*starts to walk away*).
Penjual:	Ya, mari. Beli berapa kilo?
Rina:	Dua kilo saja.

More DLI courses on LiveLingua - Online Language School

Scenario 2

The next conversation happens in a convenience store. The customer is not sure if he can bargain or not. Pay attention to the dialogue and learn the expressions when the customer asks if he can bargain and when the seller answers that he can't. Practice it with your partner. Change roles when you are done.

Pembeli: Ada rokok, Pak?
Penjual: Oh, ada. Mau rokok apa?
Pembeli: Marlboro putih.
Penjual: Maaf, Mas. Rokok Marlboro putih habis.
Pembeli: Kalau begitu yang merah saja. Berapa?
Penjual: Rp. 9.000,00 saja.
Pembeli: Anda menjual sepatu juga? (*points out the shoes*)
Penjual: Iya, Mas. Murah kok! Hanya Rp. 125.000,00.
Pembeli: *Boleh ditawar*?
Penjual: *Maaf, harga tidak bisa ditawar. Sudah harga pas.*
Pembel: Ya sudah. Terima kasih.

Scenario 3

This is another conversation in a clothing shop. The buyer is asking if she can bargain and the seller gives whatever information she can. Learn the expressions and practice.

Penjual: Selamat siang!
Rina: Selamat siang. Ada celana panjang *jins*?
Penjual: Tentu saja ada. Anda mau ukuran berapa?
Rina: Ukuran 27.
Penjual: Anda mau yang biru atau yang coklat?
Rina: Yang biru saja. Harganya berapa?
Penjual: Murah kok. Cuma Rp. 200.000,00
Rina: *Bisa ditawar*, Bu?
Penjual: *Tentu saja*. Anda mau berapa.
Rina: Rp. 100.000,00 ya, Bu. Saya tidak punya banyak uang.
Penjual: *Wah, tidak bisa. Terlalu murah.*
Rina: Rp. 120.000,00 ya?
Penjual: Rp. 150.000,00 Itu sudah murah sekali. Celana *jins* ini bagus lho. Buatan Amerika!
Rina: Ya, sudah.
Penjual: Mau dibungkus?
Rina: Iya.
Penjual: Ini silakan (*hands in the jeans*)
Rina: Terima kasih.
Penjual: Sama sama.

More DLI courses on LiveLingua - Online Language School

Scenario 4

The next conversation is between Dani and a taxi driver. He is bargaining for the taxi fare, because the driver doesn't want to use the meter. Learn the expressions, and then practice the dialogue with your partner.

Dani: *Ke kantor polisi berapa*, Pak?
Sopir: Rp. 30.000,00 aja.
Dani: *Wah, itu terlalu mahal*. Kantor polisi dekat dari sini.
Sopir: *Maunya berapa?*
Dani: Rp. 15.000,00 ya?
Sopir: Rp. 20.000,00. Itu sudah murah.
Dani: Kalau begitu tidak usah. Saya cari taksi yang lain saja.
Sopir: Tambah sedikit, ya? Rp. 17.000,00.
Dani: Ya sudah.

Exercise 1 (Pair Work)

Practice the following bargaining conversation. You are the seller and your partner is the buyer. Switch roles once you are done.

Seller: Greet the customer.
Customer: Greet the seller back and ask for an item.
Seller: Say that you do carry the item.
Customer: Ask for the price.
Seller: Give the price.
Customer: Ask if you can bargain.
Seller: Say that the customer can bargain.
The seller and the customer try to get the best deal.
Customer You pay.

Exercise 2 (Group Work)

Imagine that you are in a tourist area. Your classmates will play the roles of sellers who are trying to sell items to you. Create a conversation between you and your classmates. Use scenario 1 to 4 above as models for your conversation. Perform the conversation in front of the class.

More DLI courses on LiveLingua - Online Language School

TIP OF THE DAY

There is a special technique that you can use when you bargain in Indonesia. After you have given your final price and the seller still disagrees, pretend that you are going to leave or you are not interested in buying anymore. You can also indicate that you prefer to shop at other places. The seller will call you back right away and you can get the price you want.

Exercise 3 (Pair Work)

Read the following conversation with your partner and change roles once you are done. Carefully study the vocabulary and phrases that are used in the conversation.

Doni:	Selamat siang, Pak. Ada sabun mandi?
Penjual:	Ada, mau berapa?
Doni:	Satu saja. Harganya berapa?
Penjual:	Rp. 2.500,00.
Doni:	Kalau begitu saya beli dua.
Penjual:	Ada yang lain?
Doni:	Ada kopi?
Penjual:	Ada. Mau yang mana? Kopi"*Kapal Api*", "*Nescafe*", atau "*Tubruk*"?
Doni:	*Nescafe* saja. Harganya berapa?
Penjual:	Mau yang besar atau yang kecil? Yang kecil harganya Rp. 1.500,00 dan yang besar harganya Rp. 2.750,00.
Doni:	Yang besar saja. Semuanya berapa, Pak?
Penjual:	Dua sabun mandi Rp. 5.000,00 dan satu kopi *Nescafe* besar Rp. 2.750,00. Jadi semuanya Rp. 7.750,00.
Doni:	Ini uangnya (Rp. 10.000,00)
Penjual:	Ini kembalinya, Rp. 2.250,00.
Doni:	Terima kasih.

Exercise 4 (Class Work)

Listen to your instructor read the conversation below. Fill in the blanks while you listen.

Penjual:	Mari mari. …… segar! Silakan beli!
Pembeli:	Wah, buahnya segar sekali! Mangganya sekilo …….?
Penjual:	Sekilo Rp. 5.000,00.
Pembeli:	……. nggak?
Penjual:	……. saja manis. Bisa dirasakan. (*cuts a piece of mango the asks her to taste*)
Pembeli:	Memang manis. Sekilo Rp. 4.000,00 ya, Pak? Saya ……..dua kilo
Penjual:	Tiga kilo ya, Bu?
Pembeli:	……..

More DLI courses on LiveLingua - Online Language School

Exercise 5 (Pair Work)

Take turns in asking questions about the pictures and describing them to each other. Use this opportunity to put the structures that you have learned previously into play. Ask each other about the name of different goods and services, what the people are doing in the picture, whether you can bargain in the locations depicted there and so on. Then create short descriptions of the pictures and present them in front of the class.

	
1. Pasar buah	2. Pasar terapung
	
3. Pedagang asongan	4. Warung
	
5. Becak	6. Bemo

More DLI courses on LiveLingua - Online Language School

Exercise 5 (Pair Work) (Continued)

Exercise 6 (Pair Activity)

Create conversations between a customer and a seller/service provider that might happen related to situations depicted in the picture number 1 to 4 in exercise 5 above. Use the structures in scenario 1 to 4 as your models. Be ready when your instructor calls you to perform one of the conversations in front of the class.

Exercise 7 (Pair Work)

Imagine that you are in Jakarta right now. You are late going to the office and you notice that your car is not running because the battery is low. What would you do? What are the choices that you have? Discuss your options with your partner. Then be imaginative and develop a conversation relating to the situation and perform it in front of the class.

More DLI courses on LiveLingua - Online Language School

Preferences

When you are going shopping, to dinner at a restaurant, or even doing your daily activities, you are constantly making choices. The simplest way to express preference in Indonesian is by using the auxiliary "mau":

Subject + mau + nouns

Observe the following examples.

*Saya **mau** bakmi goreng.*	I want fried noodle.
*(Apakah) Anda **mau** bakmi goreng?*	Do you want fried noodle?
*Anda **mau** apa?*	What do you want?
*(Apakah) Anda **mau** sabun mandi?* *Ya.*	Do you want a soap? Yes.
*(Apakah) Anda **mau** pakai saos?* *Tidak.*	Do you want sauce with it? No.

If you are using an adjective in place of the noun, the structure is the following:

Subject + mau + yang + adjective

Observe the following examples.

*Saya mau **yang merah.***	I want the red one.
*Anda mau **yang mana**?* *Saya mau **yang itu**.*	Which one do you want? I want that one.
*Anda mau **yang merah** atau **yang putih**?* *Saya mau **yang putih**.*	Do you want the red one or the white one? I want the red one.
*Anda mau **yang besar** atau **yang kecil**?* *Saya mau **yang kecil**.*	Do you want the big one or the small one? I want the small one.

More DLI courses on LiveLingua - Online Language School

Exercise 1 (Class Work)

Fill in the blanks with the right questions or answers below.

1. A: _____
   B: Saya mau yang hijau saja.

2. A: _____
   B: Harganya Rp. 3.500,00.

3. A: Anda suka belajar Bahasa Indonesia atau Bahasa Inggris?

   B: _____

4. A: Anda mau yang tebal atau yang tipis?

   B: _____

5. A: _____
   B: Tidak, saya tidak mau kopi. Saya mau teh.

Exercise 2 (Class Work)

Create several questions asking for preference for the items listed below. The first one has been done for you.

1. Yang merah – yang kuning ___*Anda mau yang merah atau yang kuning?*

2. Jeruk – mangga _____

3. Honda – Ford _____

4. Bunga mawar atau melati _____

5. Televisi atau radio _____

6. Yang mahal – yang murah _____

More DLI courses on LiveLingua - Online Language School

Nouns

bunga	flower
celana	pants
celana panjang	trousers
diskon, potongan harga	discount
emas	gold
gula	sugar
hadiah	gift
harga	price
hutang	owe/debt
jeruk	orange
kamar ganti	fitting room
kasir	cashier
kembalian	change
kilo	kilogram
krim	cream
mangga	mango
mawar	rose
melati	jasmine
merek	brand
nota	receipt
obral	sale/clearance
pelayan toko	shop attendant
perhiasan	jewelry
potongan harga	discount
rasa	taste
rokok	cigarette
rugi	deficit/loss
segar	fresh
teh	tea
uang muka	down payment
untung	profit

Verbs

bayar	to pay
belanja	to shop
bungkus	to wrap
pilih	to choose
tukar	to change
tawar	to bargain

More DLI courses on LiveLingua - Online Language School

Adjectives

habis	finished/not available
murah	cheap
mahal	expensive
lunas	paid
tipis	thin
pas	fixed

Others

cuma	only
terlalu	too
sangat	very

More DLI courses on LiveLingua - Online Language School

Bargaining in Indonesia

Bargaining is a common thing in Indonesia; you can do it in a market place, clothing shops, electronic shops, and the most common place is "*pedagang kaki lima*". These are sellers who sell their items in front of stores or on the sidewalks (*kaki lima* is the Indonesian word for sidewalk). These sellers offer cheaper prices than many other markets. You can find "*pedagang kaki lima*" scattered along the big streets in the big cities in Indonesia. There is *Blok M* in Jakarta, *Malioboro* in Yogyakarta and many others.

If you want to have some adventure and the best deal for your money, you can go to "*pasar loak*" where they sell second hand items, and also "*pasar maling*" where people sell stolen things. You can get really good prices at these places.

There is one unique habit that sellers have in Indonesia. If you buy something from them and you are their first customer that day; they will touch the money they get on the things they sell to give a good luck blessing for the day's sales.

Most prices in Indonesia are cheaper compared to America. However, even though sellers offer you prices that you think are cheap, (especially when you think in dollars), you should still bargain. The reason is the prices that they give initially are much higher than what they are willing to sell for.



More DLI courses on LiveLingua - Online Language School

Activity 1 (Class Work)

Listen to the following conversation, and then answer these questions.

1. Where does the conversation take place?
2. What does the buyer want to buy?
3. How much does the seller offer?
4. How much does the buyer finally pay?
5. What is he going to do with the item?

_____

_____

_____

_____

_____

Activity 2 (Pair Work)

Your Indonesian friend is selling his motorcycle. You want to buy that motorcycle. Have a short conversation between you and your friend to get the best deal out of it. Change roles once you are done.

Activity 3 (Class Work)

You bought a television yesterday in "*toko elektronik*", but when you arrived home the TV didn't work. Write a letter of complaint to the store manager and ask for a replacement.

_____

_____

_____

_____

_____

_____

_____

_____

_____

_____

More DLI courses on LiveLingua - Online Language School

Activity 4 (Class Work)

A. Match the words in column A with the descriptions in column B.

A	B
……. 1. Pelayan toko	a. Tempat pembayaran
……. 2. Toko emas	b. Diskon
……. 3. Potongan harga	c. Tempat menjual perhiasan
……. 4. Kasir	d. Tanda terima pembayaran
……. 5. Nota	e. Orang yang bekerja di toko

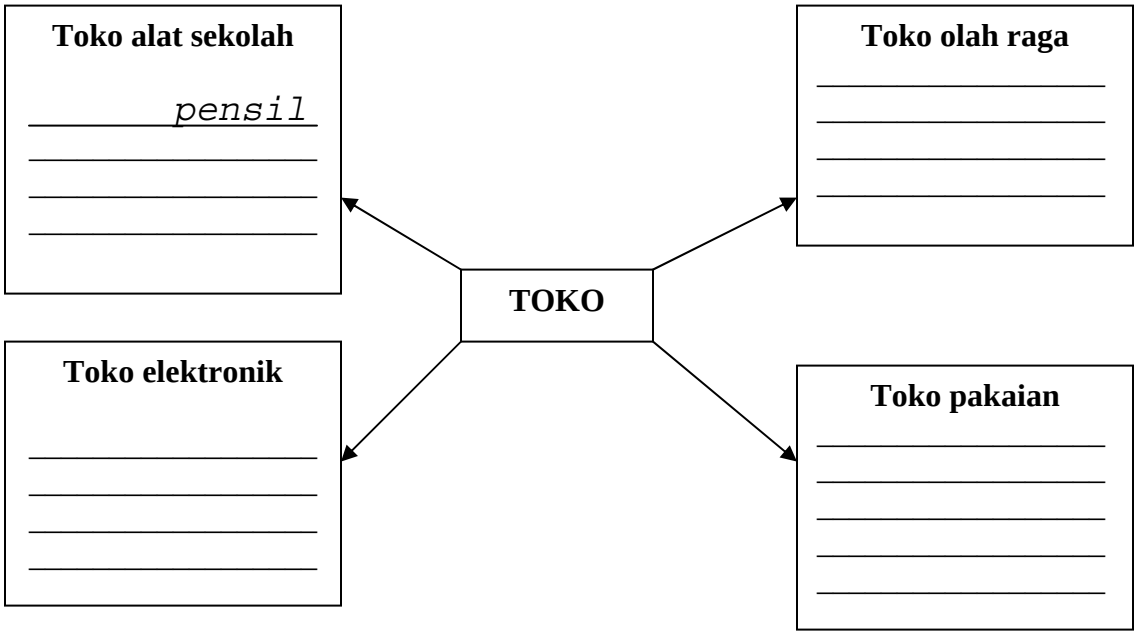
B. Pair Work. Working with your partner, create sentences using the words in column A. Try to incorporate as many words as you can in a sentence. Share your sentences with the rest of the class.

Activity 5 (Class Activity)

Now give definitions of these words: *uang muka*, *belanja*, and *obral*. After you have finished, present them in front of the class for open discussion and feedbacks.

Activity 6 (Pair Work)

Complete the word map; put three words in each category for things that they sell in each store and then compare your work with a partner. The first one has been done for you.



More DLI courses on LiveLingua - Online Language School

Activity 1

A. Class activity

You are going grocery shopping. There is a list of things that you need to buy. Choose one of the lists provided below. Your partners will play the role of the sellers. Each person sells different things. Shop around and take notes for prices and bargains. Switch roles once you are done with the first one.

Shopping lists

Daftar Belanja

Jeruk
2kg
Tomat
½ kg
Kopi
1 kg
Gula
2 kg
Deterjen

Daftar Belanja

Mangga
1 kg
Tomat
½ kg
Teh 2
Gula
2 kg
Sabun mandi 3
Celana panjang

Sellers

TOKO DENNY



Celana panjang	Rp. 60.000,00
Celana pendek	Rp. 45.000,00
Kaos kaki	Rp. 12.000,00
Rok	Rp. 40.000,00
Topi	Rp. 10.000,00
Kaos	Rp. 32.000,00

TOKO AGUNG



Tomat Hijau	Rp. 3000,00/kg
Tomat Merah	Rp. 3200,00/kg
Bayam Hijau	Rp. 2000,00/kg
Bayam Merah	Rp. 2460,00/kg
Brokoli	Rp. 1500,00/kg
Wortel	Rp. 3500,00/kg
Jeruk lokal	Rp. 10.000,00/kg
Jeruk impor	Rp. 16.400,00/kg
Mangga	Rp. 5000,00/kg

TOKO LARIS



Teh	Rp. 1500,00
Gula	Rp. 5000,00/kg
Kopi	Rp. 4000,00/kg
Sabun mandi	Rp. 1000,00
Deterjen	Rp. 4000,00/kg
Rokok Marlboro	Rp. 9000,00
Rokok Mild Seven	Rp. 8000,00

More DLI courses on LiveLingua - Online Language School

Activity 1 (Continued)

B. Pair Work
Write a report based on your previous activity. Which one is the most expensive store and which one is the cheapest. Also write about the service, hospitality of each seller, etc. When you are done writing, compare your work with your partner.

_____

_____

_____

_____

_____

_____

_____

_____

Activity 2

A. Pair Work

Student A
You want to buy pants, a jacket and a hat. You only have Rp. 150.000,00. Go to a store and explain the items, colors, and size you need (items shown below). Ask if you can try them on, and then bargain for the prices of the items you want to buy.

		
Rp. 75.000,00	Rp. 70.000,00	Rp. 25.000,00

Student B
You are a shop attendant in a clothing shop. Your shop is now offering some discounts. Write a sales inventory. Help the customer by letting him/her know what is on sale for what price. Change roles after you are done.

B. Group Work
Discuss in your group about prices in Indonesia compared to those in the USA. Discuss which you prefer, living in Indonesia or the USA? Take notes on the results of the discussion, and then report it in front of the class.

More DLI courses on LiveLingua - Online Language School

Activity 3 (Class Activity)

Divide the class into two groups. The first group consists of students who need to buy various items. Each student in the first group makes up an advertisement to look for things such as: a car, a TV, etc. The second group consists of students who want to sell things. Each student in the second group makes up an advertisement for selling their goods. Once you are done, put all advertisements on the board saying "Items for Sale" and "Items Needed". You have to decide which advertisements match. If there are any, follow up the ads by calling or going to the owners and continue to have a bartering negotiation. If there are none, buy the things that are listed in the advertisements.

Activity 4 (Class Work)

Listen to your instructor read the following conversation. Take notes of the necessary information and answer the questions. After you are done answering those questions, take turns asking and answering the questions with a partner. If you are done, retell the conversation in your own words.

1. Where does the conversation take place?
2. What does she buy?
3. What size does she want?
4. What color does she want?
5. How much does she pay?

More DLI courses on LiveLingua - Online Language School

Activity 5 (Pair Work)

Student A
You are going on a vacation to Bali Island. Go to a travel agent (your partner) and ask about tour packages. Read the brochure below, and then ask as many questions as possible. Bargain for a better deal.



Students B
You are working as a travel agent. A customer is asking information about tour packages to Bali Island. Based on the brochure above give him the information that he/she wants and negotiate for the best deal.

Activity 6

A. Individual Work
Read the advertisement below, and then answer the following questions:
1. On what occasion does the sale open?
2. What is being advertised?
3. What bonus does the seller/company offer?
4. What does "*harga miring*" mean? (*miring* = lit. tilted)
5. What advantages will the customer get beside the bonus?

B. Class Activity
One or two students will play the role of salespersons that work for "*Fuji Image Plaza*". Try to sell the products in the advertisement on the next page to your classmates. The other members of the class will read the advertisement, and then try to buy the things that are being advertised.

More DLI courses on LiveLingua - Online Language School

Activity 6 (Continued)



Activity 7 (Class Work)

Look at the three advertisements on the next page. Choose one ad, and then explain what they sell and any information regarding the ad. Present it in front of the class; the other students in the class will take notes, and then answer your questions.

More DLI courses on LiveLingua - Online Language School

Activity 7 (Class Work) (Continued)

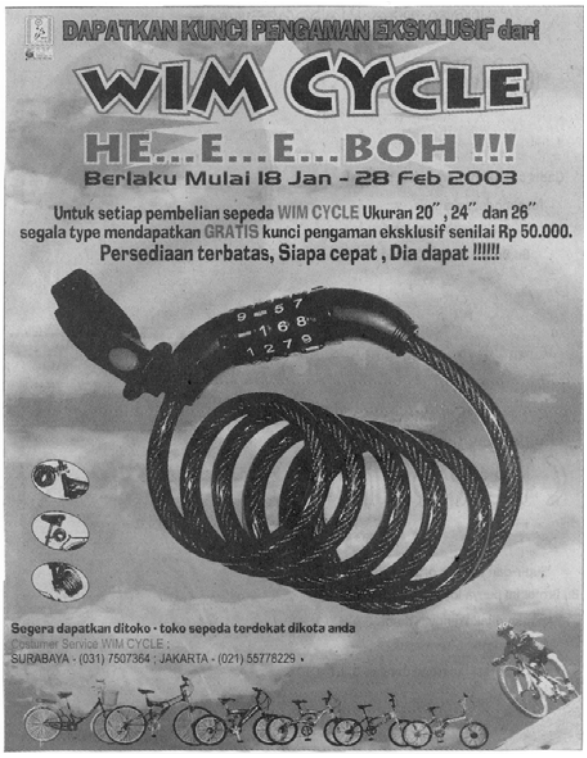
#1



#2



#3



More DLI courses on LiveLingua - Online Language School

Activity 8 (Pair Work)

A. Below is a conversation between a buyer and a seller, but the conversation is not in the right order. Arrange the sentences into the correct order, and then practice it with a partner.

Pembeli:

1. Pembeli : Selamat siang , Pak. Saya mau beli radio.
2. Pembeli : Saya tidak jadi beli. Terima kasih.
3. Pembeli : Kalau Rp. 400.000,00?
4. Pembeli : Merek Sony. Karena saya pikir Sony yang paling bagus.
5. Pembeli : Rp. 500.000,00? Mahal sekali. Kalau Panasonic yang itu harganya berapa?
6. Pembeli : Bagaimana kalau Rp. 350.000,00 untuk Sony?
7. Pembeli : Sony yang ini harganya berapa?
8. Pembeli : Lebih murah dari Sony ya, Pak?

Penjual:

9. Penjual : Mau merek apa? National, Sony, Panasonic?
10. Penjual : Belum bisa.
11. Penjual : Sony yang itu harganya Rp. 500.000,00.
12. Penjual : Masih belum bisa kalau Rp. 350.000,00. Sony harganya mahal.
13. Penjual : Ya memang tetapi Sony harganya mahal.
14. Penjual : Panasonic harganya Rp. 350.000,00.
15. Penjual : Tentu saja karena Sony lebih bagus dari Panasonic.

_____

_____

_____

_____

_____

_____

B. Based on the conversation above, create a short drama or play to be performed in front of the class with your partner(s).

More DLI courses on LiveLingua - Online Language School

Activity 1

Read the following passage, and then answer the questions.

Pagi ini Ibu Karni pergi ke pasar. Dia pergi kira-kira pukul 7 pagi dengan naik becak. Ongkos naik becak dari rumahnya sampai pasar Rp. 5000,00. Ketika sampai di pasar sudah pukul 7.30. Pasar penuh sekali dengan orang yang sedang belanja. Ibu Karni pergi ke pedagang buah. Dia membeli 2 kilo jeruk segar dan sebuah pepaya. Kemudian dia pergi ke pedagang sayur dan membeli bayam, kubis, dan wortel. Tidak lupa Ibu Karni pergi membeli daging ayam dan ikan. Setelah selesai berbelanja, Ibu Karni pulang ke rumah dengan naik ojek.

1. What time does Ibu Karni go to the market?
2. How long does it take to go there?
3. What fruit does she buy?
4. What vegetables does she buy?
5. How does she go home?

_____

_____

_____

_____

_____

Activity 2

(Track 17) Listen to an advertisement for a clearance sale at the *Matahari* department store. Listen to the announcement and write down the prices next to the products.

Kemeja: _____

Celana panjang: _____

Celana pendek: _____

Topi: _____

Sepatu olah raga: _____

More DLI courses on LiveLingua - Online Language School

Activity 3

You are working at an advertisement agency. Your clients ask you to make up some advertisements for their products. Create some interesting sentences for the following products in the pictures. Use your dictionary to help you write the sentences.





More DLI courses on LiveLingua - Online Language School

Activity 4

Plan for a scenario to be performed in your class. Bring anything that you don't need anymore and put prices on the items. You are going to open your own shop in class and sell those items. Try to barter with your customers (classmates). Bring along some real money as well for you to shop at your classmates' shops. If at all possible, print out Indonesian money to use as play money. Prepare some of the conversations that may take place during your bartering sessions.

More DLI courses on LiveLingua - Online Language School