

CONVERSATION MODEL

A ▶ 5:29 Read and listen to someone bargain for a lower price.

A: How much do you want for that rug?

B: This one?

A: No. That one's not big enough. The other one.

B: 300.

A: That's a lot more than I want to spend.
I can give you 200.

B: How about 225?

A: OK. That sounds fair.

B ▶ 5:30 RHYTHM AND INTONATION Listen again and repeat. Then practice the Conversation Model with a partner.

GRAMMAR *Too and enough*

When something is not satisfactory, use:

too + an adjective

Those rugs are **too small**.

That camera is **too heavy**.

not + adjective + enough

Those rugs aren't **big enough**.

That camera isn't **light enough**.

When something is satisfactory, use an adjective + enough.

This coffeemaker is **small enough**. I'll take it.

Be careful!

Don't say: This coffeemaker is ~~enough small~~.

GRAMMAR BOOSTER p. 141

• Usage: very, really, and too

GRAMMAR PRACTICE Read the conversations between customers and salespeople. Then complete each conversation. Use too or enough and an adjective from the list.

- 1 A: My photocopier is I'm ready for an upgrade!
B: OK. I have several models that are very fast. How much do you want to spend?
- 2 A: These jeans aren't They're very uncomfortable.
B: I'm so sorry. Let me get you a larger size. Here you go.
- 3 A: I like these portable speakers, but they really aren't for travel.
B: Then check out this pair. They're lighter, and you can have them for \$20.
- 4 A: Are you sure this microwave is ? I'm a pretty busy guy.
B: Absolutely. The X11 is our fastest model. And I can give you a great price.
- 5 A: How about this fan? Listen. It's very quiet.
B: That's definitely for my bedroom. And it's very affordable. I'll take it.
- 6 A: This jacket is a real bargain, sir. It's only \$692.
B: \$692? That's I don't want to spend that much.

Adjectives

big
cheap
expensive
fast
heavy
light
quiet
slow
small

PRONUNCIATION Rising intonation for clarification

A ▶ 5:31 Use rising intonation to ask for clarification. Read and listen. Then listen again and repeat.

1 A: Could I have a look at those bowls?

B: **These small ones?**

A: No, the big ones.



2 A: How much is that vase?

B: **This green one?**

A: That's right.



B PAIR WORK Place pairs of objects on your desk. Ask to have a look, and practice using rising intonation to ask for clarification.



“ Could I have a look at those sunglasses? ”

“ These brown ones? ”

VOCABULARY How to bargain

A ▶ 5:32 Read and listen. Then listen again and repeat.

Buyer's language

- How much do you want for that [shawl]?
- That's more than I want to spend.
- I can give you [twenty] for it.
- Would you take [thirty]?
- All I have is [forty].
- It's a deal.



Seller's language

- How much do you want to spend?
- I could go as low as [seventy].
- I can't go lower than [sixty].
- You can have it for [fifty].
- How about [forty-five]?
- It's a deal.

B ▶ 5:33 LISTEN FOR DETAILS Listen to people bargain. Complete each statement with the amount they agreed on and the type of item.

1 The buyer pays for the

2 The buyer pays for the

3 The buyer pays for the

4 The buyer pays for the

NOW YOU CAN Bargain for a lower price

A CONVERSATION ACTIVATOR With a partner, imagine that you are in a place where bargaining is common. One of you is the buyer, and the other is the seller. Use the Vocabulary and the photos, or your own ideas. Then change roles. Start like this:

A: How much do you want for ?

DON'T STOP!

- Ask about size, color, features, brand, etc.
- Use too and enough.
- Use superlatives.

B CHANGE PARTNERS Create a new conversation. Bargain for the other items.

