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## Bargaining (at a Flea Market)

The aim of this lesson is to make the students use the key vocabulary and target expressions in a more natural manner.

### Language Point

<p><b>What do you want for them?</b></p>	<ul style="list-style-type: none"> <li>- How much are they?</li> <li>- How much?</li> <li>- What's the damage?</li> </ul>	
<p><b>That's out of my league.</b></p>	<ul style="list-style-type: none"> <li>- That's too much.</li> <li>- That's a bit too pricy.</li> <li>- Too expensive!</li> </ul>	
<p><b>No can do.</b></p>	<ul style="list-style-type: none"> <li>- I can't do that.</li> <li>- That's impossible.</li> <li>- No way!</li> </ul>	
<p><b>Tell you what,</b></p>	<ul style="list-style-type: none"> <li>- You know what,</li> <li>- Listen,</li> </ul>	

### Key vocabulary

bookend	vendor	brass	purchase
estate sale	tarnish	polish	bet

Part 1

**I. INTRODUCTION**

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**Flea markets** are outdoor or **street markets** that sell secondhand and unique items at a **fair price**. Customers are free to **haggle** with sellers over the price for **good finds** like **vintage** housewares, **novelty** clothing, **antique** furniture and **collectibles**.



**II. PRESENTATION**

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**A. Expressions**

	Questions:
What do you want for them?	<ul style="list-style-type: none"><li>▪ Have you ever bought anything at a flea market? If so, what was it? What was your experience like? Did you get a good deal?</li></ul>
Tell you what,	<ul style="list-style-type: none"><li>▪ What are the advantages and disadvantages of buying at a flea market?</li></ul>
That's out of my league.	<ul style="list-style-type: none"><li>▪ What is the most expensive item you've bought at a flea market?</li></ul>

## B. Dialogue

Practice the dialogue with your teacher.

**Tony:** Excuse me, can you tell me something about these bookends?

**Vendor:** Sure. They're made of brass and approximately sixty years old. I purchased them at an estate sale recently.

**Tony:** They're quite heavy. Do you know if they'll tarnish?

**Vendor:** Yes, brass will tarnish over time but they're easy to clean with polish.

**Tony:** What do you want for them?

**Vendor:** Ninety-five dollars for the pair.

**Tony:** That's out of my league. I'll give you sixty.

**Vendor:** No can do. That's less than I paid for them. Ninety.

**Tony:** Na, not that interested. Best I will do is seventy.

**Vendor:** Tell you what, make it eighty, cash, and I'll wrap them up for you.

**Tony:** Seventy-five.

**Vendor:** You're killing me. Okay, seventy-five cash. You're getting a good deal.

**Tony:** Haha! I bet you say that to all your customers.

## Q & A!



- Is haggling/bargaining common in your culture?
- Where in Japan are popular flea markets located?
- Why do some people prefer flea markets to boutiques?

Part 2

**III. PRACTICE**

Use the newly learned vocabulary and expressions in the following practice exercises.

**A. Great Finds!**

Directions: Discuss in detail the given topics below.



Talk about one flea market that you have visited in Japan

- where it is located
- what is sold there
- who usually visits the market



Talk about a unique item that you want to buy at a flea market

- what it is
- why you want to buy it
- what you will use it for



## B. Let's Talk!

Directions: Which two collectibles would you purchase from a flea market?  
Explain your answers.



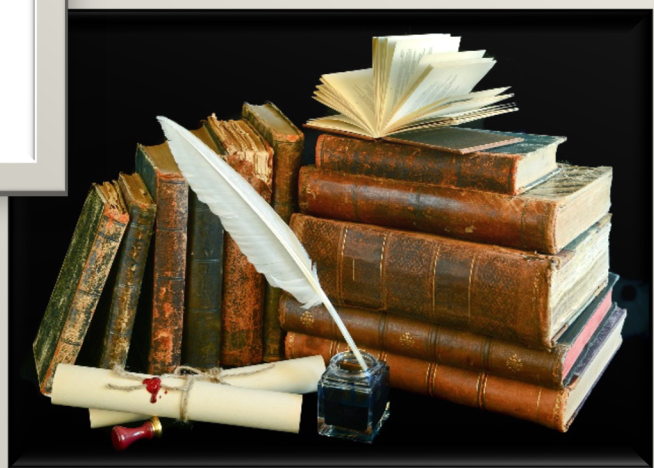
an antique pocket watch



an old camera



an expensive leather bag



vintage writing materials

## C. Role-Play

# Role-Play



You are at a famous flea market in your area.  
Try to bargain with the seller about the goods you would like to buy.

Use the vocabulary and expressions you have learned.