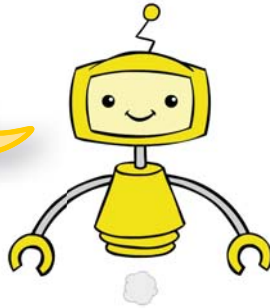


Going shopping

I just love shopping. I hope Anna and Nina don't mind me tagging along with them while they hit the malls and markets of Jakarta. How does the old saying go? Two's company, three's better!



LINKS TO:

Stage 2, Module 15

Learning Object 3: These are mine

PRIOR LEARNING:

Stage 1

Module 7 Work Sheet 7: *Which one?*

Module 8 Work Sheet 8: *Let's go shopping*



I give you cheap price

1

Many large stores sell items at fixed prices and refuse to bargain but, generally, bargaining is very much a part of Indonesian culture. Indonesians will bargain for almost anything and will expect foreigners to do the same. Your bargaining skills will determine how much you pay and could result in huge savings on clothing and other goods.

At traditional markets where margins are smaller, don't expect to make significant savings on the basic essentials (*sembako*), although they should still be significantly cheaper than at modern supermarkets.

A tourist will hear the expression 'I give you cheap price' hundreds of times during the course of a holiday in Indonesia, as seemingly every shop or stall keeper invites them in to look at and buy their goods. Skilful bargaining between Indonesians is like a game of human chess and involves an intimate knowledge of the culture and of your opponent with subtle psychological manoeuvring required to gain an advantage.

Tourists may not be aware of these subtle manoeuvrings, however, by following some basic procedures they can buy some good bargains.

To bargain successfully in Indonesia you could use the following basic 'script':

First, both the buyer and seller greet each other:
Selamat pagi.

Then the buyer asks about the price:
Berapa harga payung

The seller gives a (starting) price:
Harganya Rp.25.000.

The buyer expresses shock and surprise:
Wah! Mahal sekali!

And then offers a lower price:
Bagaimana kalau Rp.15.000?

The seller rejects this offer and makes a counter offer somewhere between the original price and the buyer's offer:
Tidak bisa! Saya rugi! Rp.22.000!

The buyer makes a counter offer:
Bagaimana kalau Rp.18.000?

If agreement is not reached, these last two steps, involving offers and counter offers, can be repeated until an agreement is reached. If all else fails the buyer can try walking away. This often elicits a better offer from the seller.

Finally, when you have hit on a price you agree to, you can say *Boleh!*

Shop 'til you drop

In Stage 1, Module 8, Work Sheet 8, *Let's go shopping*, you learnt several useful expressions for when you go shopping. Let's build upon these with some additional expressions to help you.

<i>Ada yang bisa saya bantu?</i>	Can I help you?
<i>Saya mencari/mau membeli ...</i>	I am looking for/want to buy ...
<i>Berapa harga [object] ini/itu?</i>	How much is the price of this/that [object]?
<i>Coba lihat yang ini/itu.</i>	Please show me this/that one.
<i>Itu mahal.</i>	That's expensive.
<i>Itu murah.</i>	That's cheap.
<i>Itu cocok.</i>	That's suitable
<i>Itu kotor!</i>	That's (a little) soiled!
<i>Apakah ini buatan Amerika?</i>	Is this American-made?
<i>Bukan, ini buatan Jepang!</i>	No, this is Japanese made!
<i>Mutunya/Kualitasnya kurang baik!</i>	The quality is not that good!
<i>Ada diskon?</i>	Is there a discount?
<i>Bisa lebih murah?</i>	Can you make it cheaper?
<i>Minta brosur.</i>	Please give me a catalogue.
<i>Ada garansi?</i>	Is there a warranty?
<i>Minta garansi.</i>	Please give me a warranty.
<i>Minta kwitansi.</i>	Please give me a receipt.
<i>Boleh saya bayar dengan kartu kredit?</i>	Can I pay by credit card?
<i>Maaf, harus pakai uang tunai.</i>	Sorry, you must use cash.
<i>Boleh saya tawar?</i>	May I bargain?
<i>Maaf, ini harga pas!</i>	Sorry, this is fixed price!
<i>Bisa kurang sedikit (untuk saya)?</i>	Can you lower the price a little (for me)?
<i>Harganya terlalu mahal/terlalu tinggi! Tolong kurangi sedikit.</i>	The price is too expensive/too high! Please lower it a little.
<i>Ini sudah paling murah dan saya tidak bisa kurang lagi!</i>	This is already the cheapest price and I can't reduce it any further!

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2

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Note:

With the exception of large department stores, credit card purchases in Indonesia often incur a service charge of 3 per cent or more to cover the merchant's costs. If this is the case in their stall or shop, the merchant will often say:

Kalau bayar dengan kartu kredit kena biaya tambahan 3 persen.
If paying by credit card there is an additional charge of 3 per cent.

3

The *yang* ones

In Stage 1, Module 7, Work Sheet 7, *Which one?*, you learnt that when the relative pronoun *yang* is coupled with the question marker *mana*, the resulting question *yang mana* means 'which one(s)?'

The question *yang mana* can stand alone or it can be placed before or after an object.

➔ For example:

Sepatu yang mana?
Which shoes?

Sepatu (yang) mana yang terbaik?
Which shoes are the best ones?

(Yang) mana sepatu yang terbaik?
Which ones are the best shoes?

Note that the word *yang* in the question is optional, particularly in spoken language.

To respond to any of the above questions, all that is required is to replace the question marker *mana* with an adjective or a possessive pronoun.

➔ For example:

Sepatu saya/sepatusku.
My shoes.

Yang buatan Italia sepatu yang terbaik.
Italian-made shoes are the best.

Sepatu (yang) merek Bata terbaik.

Sepatu merek Bata (yang) terbaik.

} Bata brand shoes are the ones which are best.

The same questions could also be answered by replacing *mana* with the demonstrative pronouns *ini* (this, these) or *itu* (that, those).

➔ For example:

Sepatu yang ini terbaik.
These shoes are the best.

Sepatu yang itu terbaik.
Those shoes are the best.

or

Sepatu ini yang terbaik.
These shoes are the ones which are best.

Sepatu itu yang terbaik.
Those shoes are the ones which are best.

Note that changing the position of *yang* subtly changes the sentence. In the first pair of sentences above the emphasis is on the object (*sepatu*) and in the second pair of sentences the emphasis is on the adjective (*terbaik*).

In colloquial language you do not normally deal with the subtleties of the placement of *yang* as you are likely to get only very short responses, such as:

Yang ini. These ones.

or

Yang itu. Those ones.

Exercise 1

Examine the picture below and then complete the accompanying activities.

Item	Price (Rp.)
Kemeja	325.000
Televisi plasma	11.500.000
Baju Dingin	320.000
Jam tangan	450.000
Jam dinding	130.000
Tas	350.000
Alat music MP3	2.000.000
Radio digital	95.000
Payung	11.000
HP HTC	5.200.000
Kaus kaki	15.000
Kamera video	3.100.000
Pot bunga	19.000
Handuk	28.000
Dasi	40.000
Topi	20.000
Sepatu hak tinggi	120.000
Bola basket	78.000
Kamera	1.500.000
Sepatu Nike	420.000

Anna asks the sales assistant about the prices of various items in the store. For the items within her circle, Anna uses the demonstrative pronoun *ini* and for those items outside her circle she uses *itu*.

The sales assistant will likewise use *ini* and *itu* depending on the location of the goods in relation to his circle.

In addition to asking for the price, use the structure *yang* + *adjective* to describe the items in more detail.

On the following page, write five short conversations between Anna and the sales assistant where Anna asks about different items in the store.

Example:

Anna: *Berapa harga radio digital merek Sangkyo itu?*

Pelayan: *Harga radio digital merek Sangkyo ini sembilan puluh lima ribu rupiah.*

1.1

Anna _____

Sales assistant _____

1.2

Anna _____

Sales assistant _____

1.3

Anna _____

Sales assistant _____

1.4

Anna _____

Sales assistant _____

1.5

Anna _____

Sales assistant _____

Exercise 2

Anna is now going to put her bargaining skills to the test.

Select an item that she would like to buy from the selection of goods in Exercise 1 and complete the dialogue.

Anna is aware that it is not sensible to carry large sums of money around, so she will offer to pay for her purchase using her credit card.

In completing this activity, you should attempt to use all the language constructions learnt in this work sheet.

Hint! You do not need to use all of the available speech bubbles.

Sales assistant

Selamat siang.
Ada yang bisa saya bantu?

Selamat siang. Berapa harga ... ?

Anna

[Three large empty speech bubbles for the sales assistant and three for Anna, each containing four horizontal lines for writing.]

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