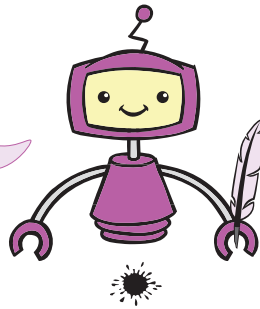


Shopping around

Peter, can I be of service? I'll help you find the best deal to buy the hockey team T-shirts online. Look, listen, and take notes as this robot shows you how to get more for your money. Who knows what you could do with the savings?



LINKS TO:

Stage 3, Module 7
Learning Object 4: *Can I get a discount?*

PRIOR LEARNING:

Stage 2

Module 3 Work Sheet 1: *Where are we now?*
Module 15 Work Sheet 5: *Going shopping*

1 How about another 10 per cent off?

Everyone likes a bargain! In some countries, such as in Indonesia, it is customary to bargain. In traditional markets, small shops, roadside stalls selling knick-knacks, and basically anywhere that does not display the sign saying *harga pas* 'fixed price', it is acceptable for people to bargain. It is only when you buy food, in restaurants or roadside stalls, or shop in a department store or supermarket that bargaining is inappropriate. Sometimes, even before hopping on to a *becak* (the three-wheeled pedicab) Indonesians will bargain!

If you are unsure whether haggling is acceptable, you can always ask:

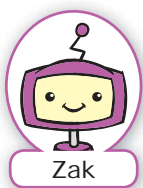
Boleh tawar?
Can I negotiate?



I know Indonesians like to haggle and bargain over everything but why do they need so many words for 'discount'? After all, a discount, is a discount, is a discount! Look at all the different words they use!

➔ For example:

<i>diskon</i>	discount	<i>harga khusus</i>	special price
<i>korting</i>	discount	<i>setengah harga</i>	half price
<i>hemat</i>	save or saving	<i>banting harga</i>	price hit
<i>potongan harga</i>	price cut		



With so many terms to choose from, it's no surprise that Indonesians will never be at a loss for words when it comes to bargaining. Do you recall Peter receiving the following responses to his enquiries about getting a discount?

(continued on following page)

Bagging a bargain! _____

It is no surprise that we heard Peter using some of these terms in the learning object when he was shopping for T-shirts for his hockey team.

➔ For example:

Apa saya bisa mendapat potongan harga kalau membeli lebih dari 20 (T-shirt)?

Is there a discount if I buy more than 20 T-shirts?

Ya, kami memberikan potongan harga sebesar 10 persen untuk pembelian di atas 20.

Yes, there is 10 per cent discount if you buy more than 20 T-shirts.

Ya, dengan senang hati kami memberikan potongan harga 15 persen untuk Anda.

Yes, we are happy to give you a 15 per cent discount.

Shop talk _____

Here are some other useful phrases that may help you land a bargain, when shopping in Indonesia:

Asking the price

Berapa harganya?

What is the price?

Harga ini berapa?

How much does this cost?

Negotiating the price

Terlalu mahal untuk saya.

It's too expensive for me.

Boleh kurang?

Could you give me a lower price?

Apa T-shirt ini sedang diskon?

Is this T-shirt on sale?

Other useful phrases

Saya mencari ...

I am looking for ...

Saya mau membeli ini.

I would like to buy this.

Boleh saya mencoba ini?

May I try this on?

Uang kembaliannya tidak usah.

Keep the change.

2 Approximately does it

In this learning object, Peter has looked at three online websites where he could buy the hockey teams T-shirts. Although the websites gave him quite a bit of information about the T-shirts they sell, he still has a couple of questions that need answering. In an email, Peter asks each company the following questions:

Berapa lama sebelum T-shirt itu sampai?

How long will it take to receive the T-shirts?

Jam berapa T-Shirt itu akan diantarkan?

What time will you deliver the T-shirts?

The online companies answered these questions by giving Peter an approximate answer. To express approximate numbers in Indonesian, we have learnt that you can place the word *kira-kira* before the number and measure word.

➔ For example:

Kira-kira 3 hari.

Approximately 3 days.

When you use *kira-kira*, the exact number could be a few more, or a few less, than the stated number. If you want to say that the number is 'over 50' or '50 something' use the words *lebih dari*, meaning 'more than'.

➔ For example:

Perusahaan kami memiliki lebih dari 50 corak T-Shirt.

Our company has more than 50 styles of T-Shirt.

3 We sell everything

Did you notice that when Peter was asking whether the company had the various sizes, one of the replies was:

Ya kami punya semua ukuran
Yes, we have all sizes.

The phrase *apa pun kamu mau, kami punya semua* (whatever you want, we have it all) is often used by shopkeepers and companies to emphasise that their store sells all the items the customer could want.

Other common phrases you may come across when shopping online or in person include:

Maaf, sudah habis!
I'm sorry, they're all sold out!

Kami hanya ada yang biru muda. Yang kuning sudah habis!
We only have light blue ones. The yellow ones are sold out!

Maaf, pesanan Anda tidak bisa diterima tanggal 21 Januari. Tetapi pesanan bisa diterima tanggal 23 Januari.

Unfortunately we are unable to deliver on the 21st January. However we could deliver by the 23rd January.

When ordering items online, be prepared to answer the following common questions:

Atas nama siapa pesanan ini?

Who do we send the T-shirts to?

Di mana alamat dan berapa nomor telepon Anda?

What is your address and contact number?

Anda perlukan T-shirt paling lambat tanggal berapa?

When do you need the T-shirts by?

Exercises

Exercise 1

Tono has sent Peter the following email about the T-shirts the team needs to order.

Hai Peter,

Apa kamu bisa memesan t-shirt hockey online? Warnanya harus kuning atau biru muda. Kita perlu 5 ukuran S, 10 ukuran M dan 6 ukuran L.

Usahakan agar harganya di bawah anggaran kita (Rp3.500.00). Jangan lupa menghitung ongkos kirim ke rumahmu.

Mudah-mudahan kita bisa menerima t-shirt paling lambat tanggal 21 Januari. T-shirt itu bisa dicetak pada tanggal 22 dan dibagikan hari Jumat tanggal 24.

Sudah ya! Kita bicara lagi nanti!

Tono

Based on the information in Tono's email, write five questions, in Indonesian, that Peter will need to ask each company to get the best bargain. Following each question, write responses from two online stores.

➡ For example:

Berapa harga T-shirt Anda?

Harga T-shirt kami antara Rp 150.000 sampai Rp. 180.000 per potong tergantung model yang Anda pilih.

Harga T-shirt kami Rp. 100.000 atau Rp. 80.000 per potong kalau Anda pesan lebih dari 15 potong.

(continued on following page)

(continued from previous page)

1.1 Question: _____

Answer 1: _____

Answer 2: _____

1.2 Question: _____

Answer 1: _____

Answer 2: _____

1.3 Question: _____

Answer 1: _____

Answer 2: _____

(continued on following page)

1.4 Question: _____

Answer 1: _____

Answer 2: _____

1.5 Question: _____

Answer 1: _____

Answer 2: _____

Exercise 2 _____

Tono suggests that Peter may be able to get a better deal if he speaks to someone in person, rather than simply placing his order online. Peter has decided to telephone one of the online stores about placing an order for the hockey team's T-shirts.

Write a dialogue, Indonesian, in which Peter speaks to a salesperson, and uses his bargaining skills to try to obtain a better offer.

Hint! You can use the information from the online learning object as well as your answers to Exercise 1.

The dialogue has been started for you.



Pak Wawan

1

Selamat siang. Toko T-shirt Murah. Ada yang bisa saya bantu?.

2

Selamat siang. Nama saya Peter Smart dan saya siswa SMP Harapan Bangsa. Tadi malam saya melihat situs web toko Anda dan saya ingin mencari informasi lebih lanjut.



Peter

3

Boleh! Informasi apa yang Anda cari, Peter?

4

Berapa harga T-shirt yang Anda jual? Apa Anda punya warna kuning atau biru muda?

5

6

7

8

9

Pak Wawan

10

Peter

11

12

13

(continued on following page)

14

Peter

15

Pak Wawan

16


17

18

19


(continued on following page)

20




Peter

21



Pak Wawan

22



23



24

