

# BARGAINING

The typical bargaining process can contain around 8 stages :

1. Greetings. (Buyer & Seller) ... *Selamat pagi.*
2. Asking about price. (Buyer) ... *Berapa harganya (Object)?*
3. Quoting a price. (Seller) ... *Harganya Rp.\_\_\_\_\_.*
4. Expressing shock and surprise. (Buyer) ... *Wah! Mahal!*
5. Offering a price less than half the quoted price. (Buyer) ...  
*Bagaimana kalau Rp.\_\_\_\_\_?*
6. Rejecting the offered price as inadequate and making a  
counter offer. (Seller) ... *Tidak bisa! Saya rugi! Rp.\_\_\_\_\_!*
7. Offering a price somewhere between your original offer and  
the seller's counter offer. (Buyer) ... *Bagaimana Rp.\_\_\_\_\_?*
8. Agreement on price or repeating Steps 6 and 7 until an agreement is  
reached (Seller) ... *Ya, boleh!*