

Role Play - Bargaining

(at a flea-market)

Vendor: Hello. What can I do for you today?

Customer: (picking up a beautiful hand-painted plate) This is beautiful. Where was it made?

Vendor: Oh, I see you have excellent taste. Yes, that *is* beautiful, isn't it? It's local pottery. I think it was painted here by a local artist.

Customer: It's really something... how much are you asking for it?

Vendor: Well of course we have plates at all price ranges, but for the plate you're holding, we're just asking \$50.

Customer: \$50! That's pretty expensive. Do I look like I can afford that?

Vendor: Remember these are hand painted pieces of pottery. That kind of handicraft work doesn't come cheap.

Customer: Yes, I understand that. But I really think that \$50 is just a little too much.

Vendor: Listen, I can see that you are in love with that plate. Let's just make it \$45. I'd really like you to take that home with you.

Customer: How about \$35. I really can't go any higher than that.

Vendor: All right. I really shouldn't. You're going to drive me out of business!

Customer: Come on. Let's not exaggerate.

Vendor: I can see you are a hard bargainer!

Customer: I'm just someone who pays close attention to what I spend.

Vendor: There's no shame in that. Here you are. *(hands the plate to the customer)*

Customer: Thank you very much.

Vendor: Thank you, have a nice day.