



Bargaining (讨价还价) is the rule in Beijing. At least, it is so in most markets and back-street clothes shops. Bargaining is an art and if you are unfamiliar (不熟悉) with it, we'd like to offer you some advice. The tips here are often used in Beijing but may help you at any place in the world where bargaining is happening.

Do not say how much you want to pay for an item unless it's near the end of the bargaining. Always try and drop the seller's offering price as much as possible before opening your mouth with a price.

Do throw out really low prices like 10

RMB with a big smile.

Do keep smiling from the beginning to the end. The seller usually continues bargaining with a happy smiling face. Getting angry hardly gets you the price you want.

Keep in mind the price offered by the seller at the beginning is usually at least 40% over the reasonable price. It can be up to 500% over. For example, a coat sells at 100 RMB, you can try to bargain to the price of 50 RMB or even 40 RMB.

Do have an idea of what the item costs. You can ask your friends, people around you for help.

### 一、根据背景文章判断正误

- ( ) 1. These tips can help you at any place.
- ( ) 2. Say how much you want to pay first.
- ( ) 3. You can't smile when you are bargaining.
- ( ) 4. Remember the price offered by the seller.
- ( ) 5. Have an idea of what the item costs.

### 二、请配对下列购物词汇

bargain	价格
price	卖家
seller	项目(商品)
item	成交
deal	打折
on sale	讨价还价

### 三、用下列单词词组造句

1. be unfamiliar with

2. offer

3. unless

4. keep in mind

5. have an idea of

### 四、完型填空

There is good news for the children in the countryside. We may still remember the girl \_\_\_1\_\_\_ big eyes. Her big eyes are \_\_\_2\_\_\_ us her dream: I wish to \_\_\_3\_\_\_! In China, there are still \_\_\_4\_\_\_ girls and boys like her. They want to go to school, but their \_\_\_5\_\_\_ are too poor. If the family has two or three children, it is hard to \_\_\_6\_\_\_ the money for all the children. So the parents often ask \_\_\_7\_\_\_ to stay at home, and boys to go to school.

Now they needn't \_\_\_8\_\_\_ the money. From 2006 on, children can go to school for free in some poor places. They don't have to pay for books and other things. Some of them can even get money from the government to make their life \_\_\_9\_\_\_. Soon, all the children in the countryside can go to school for free. All families are very happy with the news. It is \_\_\_10\_\_\_ great.

- ( ) 1. A. with B. on
- C. to D. in
- ( ) 2. A. saying B. telling
- C. speaking D. talking
- ( ) 3. A. go to work B. go to bed

- C. go to school D. go home
- ( ) 4. A. a lot B. lot of
- C. a lot of D. much
- ( ) 5. A. schools B. cities
- C. houses D. families
- ( ) 6. A. pay B. take
- C. buy D. lend
- ( ) 7. A. teachers B. girls
- C. boys D. all the children
- ( ) 8. A. look up B. turn on
- C. worry about D. make sure
- ( ) 9. A. better B. shorter
- C. longer D. worse
- ( ) 10. A. not B. never
- C. hardly D. really



#### 参考答案

一、根据背景文章判断正误

1-5 FFFTT

二、请配对下列购物词汇

讨价还价

价格

卖家

项目(商品)

成交

打折

三、用下列单词词组造句

1. He's unfamiliar with the new computer system.

2. He is offered a good opportunity to study abroad.

3. You can't go home unless you hand in your homework.

4. You should keep in mind what the teacher told you.

5. I don't have an idea of where to go.

四、完型填空

1-5 ABCCD

6-10 ABCAD

更多精彩内容扫一扫



(本版由新东方泡泡少儿教育供稿)

(图片摘自网络)