

# 第八课 讨价还价

DìBākè Tǎojià huánjià

## Lesson Eight Bargaining



|                            |                                                                                     |
|----------------------------|-------------------------------------------------------------------------------------|
| 课文名称<br>Lesson Name        | 讨价还价<br>Tǎojià huánjià<br>Bargaining                                                |
| 简单描述<br>Simple Description | 在购物时讨价还价<br>Zài gòuwù shí tǎojià huánjià<br>To Bargain while shopping the stores    |
| 学习目标<br>Learning Objective | 在中国购物如何还价钱<br>Zài zhōngguó gòuwù rúhé huán jiàqian<br>How to bargain while shopping |
| 学习时间<br>Learning Time      | 40 分钟<br>40 fēnzhōng<br>40 mins                                                     |

## 课文 Text 1

詹妮: 小姐, 这套秋装多少钱?

Zhānnī: Xiǎojiě, Zhè tào qiūzhuāng duōshao qián?

Jane: Mam, how much is this autumn suit?

白小姐: 1080块。

Báixiǎojiě: Yīqiān líng bāshí kuài。

Miss Bai: 1080 yuan.

詹妮: 780块怎样?

Zhānnī: Qībǎi bāshí kuài zěnyàng?

Jane: How about 780 yuan?

白小姐: 太低了, 卖不得。

Báixiǎojiě: Tài dī·le, mǎi bu·dé。

Miss Bai: We can't sell it for this price.

詹妮: 这价钱应该既公道又合理。

Zhānnī: Zhè jiàqián yīnggāi jì gōngdào yòu hélí。

Jane: It ought to be fair and reasonable.

白小姐: 如果你有诚意, 880块, 怎样?

Báixiǎojiě: Rúguǒ nǐ yǒu chéngyì, bābǎi bāshí kuài, zěnyàng?

Miss Bai: If you have the sincerity to buy it, how about 880 yuan?

詹妮: 800块, 如果您觉得还不划算就算了。

Zhānnī: Bābǎi kuài, rúguǒ nín jué·de hái bù huásuàn jiù suàn·le。

Jane: Bābǎi kuai, and if for can't accept this price, leave it.

白小姐: 行, 这套太适合你了。

Báixiǎojiě: Xíng, zhè tào tài shìhé nǐ·le。

Miss Bai: All right. This suit is very suitable for you.

## 课文 Text 2

吴小姐: 您看这双适合吗?

Wúxiǎojiě: Nín kàn zhè shuāng shìhé·ma?

Miss Wu: Do you think this pair is fit for you?

詹妮：款式还可以，就是价钱贵了点。

Zhānnī: Kuǎnshì hái kěyǐ, jiùshì jiàqián guì·le diǎn.

Jane: The style is ok, but it is very expensive.

吴小姐：如果你真的喜欢，价钱还可以商量。

Wúxiǎojiě: Rúguǒ nǐ zhēn·de xǐhuan, jiàqián hái kěyǐ shāngliang.

Miss Wu: If you really like them, we can discuss the price.

詹妮：打7折，280块怎样？

Zhānnī: Dǎ qī zhé, liǎng bǎi bā shí kuài zěnyàng?

Jane: How about a 30% discount, that is, 280 yuan?

吴小姐：我们从未打过7折，我们最多只能打8折。

Wúxiǎojiě: Wǒ·men cóngwèi dǎ guo qī zhé, wǒ·men zuìduō zhǐnéng dǎ bā zhé.

Miss Wu: We have never give 30% discount, and the most we can give is a 20% discount.

詹妮：七五折怎样？

Zhānnī: Qīwǔ zhé zěnyàng?

Jane: How about a 25% discount?

吴小姐：行，看在你喜欢的份上，就给你个七五折吧。

Wúxiǎojiě: Xíng, kàn zài nǐ xǐhuan·de fèn shang, jiù gěi nǐ·ge qīwǔ zhé·ba.

Miss: OK. For the sake of your liking it, I'll give you a 25% discount.

### 学习生词 New words

|    |         |              |                  |
|----|---------|--------------|------------------|
| 套  | tào     | n.           | suit             |
| 怎样 | zěnyàng | interrogadv. | how              |
| 应该 | yīnggāi | modal v.     | ought to, should |
| 合理 | hélǐ    | adj.         | reasonable       |
| 如果 | rúguǒ   | conj.        | if               |
| 诚意 | chéngyì | n.           | sincerity        |
| 觉得 | jué·de  | v.           | feel             |

|    |            |      |                    |
|----|------------|------|--------------------|
| 划算 | huásuàn    | v.   | be to one's profit |
| 太  | tài        | adv. | too                |
| 适合 | shìhé      | v.   | suit               |
| 双  | shuāng     | n.   | pair               |
| 款式 | kuǎnshì    | n.   | style              |
| 贵  | guì        | adj. | expensive          |
| 喜欢 | xǐhuan     | v.   | like               |
| 商量 | shāngliáng | v.   | discuss            |
| 秘书 | mìshū      | n.   | secretary          |

### 词句注释 Notes

“讨价还价”，是在中国商贸活动中经常要说到的一句话，一般指向商家询问商品价格后再抛出自己可以接受的价格。

“讨价还价” is often said in the commercial and trade activities in China. It generally means the merchants give their own acceptable prices after inquiring the prices of the goods.

### 练习 Exercises

#### 1. 组词后写出拼音。

Complete the following phrases and then give the phonetic notations.

|           |           |
|-----------|-----------|
| 怎 ( ) ( ) | 应 ( ) ( ) |
| 介 ( ) ( ) | 商 ( ) ( ) |

#### 2. 解释下列画横线的字词。

Explain the underlined words below.

- (1) 如果你有诚意 ( )
- (2) 如果您觉得还不划算就算了 ( )

#### 3. 根据课文内容填上对应的对话内容。

Fill in the dialogue with appropriate contents according to the text.

(1) 詹妮：小姐，这套秋装多少钱？

(白小姐：)

(2) 詹妮：780块怎样？

(白小姐:

(3) 吴小姐:您看这双适合吗?

(詹妮:

4. 在下列每小题的括号里添加字词搭配成合适的短语或词组。

Fill in the the blanks to make a correct phrase.

(1) ( ) 贵了点 (2) 可以 ( )

(3) ( ) 还价 (4) 既公道又 ( )

5. 把下列句子补充完整。

Complete the following sentences.

(1) 这套太 ( ) 你了。

(2) 如果你 ( ), 价钱还可以商量。

(3) 款式 ( ) 可以, ( ) 是价钱贵了点。

### 答案 Answer

1. (怎样)(zěnyàng) (应该)(yīnggāi)

(合理)(hérlǐ) (商量)(shāngliáng)

2. (1) 诚恳的心意

(2) 上算, 合算

3. (1) 1080块。

(2) 太低了, 卖不得。

(3) 款式还可以, 就是价钱贵了点。

4. (1) 价钱 (2) 商量 (3) 讨价 (4) 合理

5. (1) 适合 (2) 真的喜欢 (3) 还、就