

## High One - Unit Four - Summary

Bargaining or haggling is a tradition all over the world, but it has different methods to bargain in every country. For example, shoppers in Europe and America bargain over price when they buy cars, houses, and other expensive items. In Turkey, bargaining is extended to include many less valuable items, mostly unique handmade goods such as carpets, crafts, artwork, and antiques, which do not have standardized markets. Most of the people even do not know how to bargain or how to start bargaining. Here we have some tips for starters:

- 1- Know the market. Browse, examine goods, and ask prices in several shops to get a sense of the market before bargaining.
- 2- Decide on your best price. It is so essential that you should not accept the first offer. Here is just the start of the bargaining, where you can reduce the cost.
- 3- Don't get aggressive and be respectful. It can be easy to get hot under the collar when you're in the thick of negotiations. Remember to take a deep breath. If you lose your cool, the vendor will lose respect for you - and be less likely to give you a reasonable price.
- 4- Don't be afraid to walk away. Never forget, you get the best price on an item if you can convince yourself that you really don't need it. If you really can't bring yourself to pay the shopkeeper's final price, thank him or her and walk out of the shop. Seeing a potential sale walking away, the shopkeeper may meet your price.
- 5- Try to wear sunglasses. Your eyes can reveal your inner feelings or even your irritation. Covering your eyes would stop your eye contact with the shopkeeper; thus, you could bargain easily.