

Sakti & Lely

Lesson Plan: Oral Proficiency Materials Development Projects

Topic: Bargaining for Fruit at a Traditional Market

Level: Intermediate Mid

Time: 3x @50 minute classes

Objectives:

By the end of the lesson, students will be able to:

- Use the expression “How much does it cost?”/”How much is it?” (*Berapa harganya?*) when asking for price.
- Use expression “That is too expensive” (*Itu terlalu mahal*)
- Bargain by using the expression “Can you lower the price?” (*Boleh kurang?*) or “Can I bargain?” (*Boleh/bisa saya tawar?*)
- Use the expression “That is too cheap” (*Itu terlalu murah*)
- Use the expression “Go a little bit higher” (*Tambah sedikit lagi*)
- Politely refuse the bargaining offer from the buyer using the expression “The price is already final” (*Harga pas/Sudah harga pas*)
- Compose a simple role play of how to bargain for clothing in a market using all of the expressions they have learned for homework, and present the role play in class.

Materials:

- A text containing a simple dialogue about a shopper bargaining for fruit.

Teaching Aids

- A picture of a traditional market in Indonesia
- A picture of a buyer and seller at a traditional market in Indonesia
- A few copies of exercises and homework

Pre Activity

Anticipating new information & activating background knowledge

Show students these pictures below:



Show the picture of traditional market in Indonesia above, and ask students to discuss what they know about traditional markets in general.

There are a few keywords to be elicited from the text: traditional market (*pasar tradisional*), to bargain (*tawar/menawar*), to buy (*membeli*), buyer (*pembeli*), to sell (*menjual*), seller (*penjual*), scale (*timbangan*), to pay (*membayar*), and busy (*ramai*).

Ask the students to share their opinion about the pictures above:

- Where was the pictures taken? (key words: traditional market)
- Can you describe the situation? (key words: crowded/busy)
- Who are the people in the picture? (key words: buyers and sellers)
- What kind of transactions are made at the market? (keyword: to sell, to buy, to pay, to bargain)
- Please look closely on the picture. What kind of tools do the sellers use to weigh the fruits and vegetables? (key word: scale) etc.

There are many things in the pictures that students might know already. Ask the students to review the vocabulary they already know:

- Can name the kinds of fruit shown in the picture?
- Can you mention any colors you see in the picture?
- How do the fruits look?
- Which of these fruits have you tried before?
- How did that kind of fruit taste? Etc.

Main Activity:

After students discuss their predictions about the content of the article, then give them the article, and ask them to read the text quickly to find out whether their predictions can be found.

Read this text carefully. Then read the dialogue with your classmate. One of you play a role as a fruit seller, and the other one as a buyer.

Dialogue. Bargaining for fruit in a traditional market.



Bu Siti: These mangoes look good, Sir! Are they sweet?
(*Mangga-mangga ini kelihatan enak, Pak! Manis, nggak?*)

Seller: Yes, they are very sweet.
(*Ya, manis sekali.*)

Bu Siti: **How much do they cost?**
(*Berapa harganya?*)

Seller: Oh, one kilogram is Rp. 25.000,00.
(*Oh, sekilo Rp. 25.000,00.*)

Bu Siti: **That is too expensive! Can I bargain?**
(*Itu terlalu mahal! Boleh saya tawar?*)

Seller: Of course.
(*Tentu saja.*)

Bu Siti: How about Rp. 10.000,00?
(*Bagaimana kalau Rp. 10.000,00?*)

Seller: No, I cannot sell for that price. **That is too cheap! Go a little bit higher.**
(*Nggak bisa, saya nggak bisa jual harga segitu. Itu terlalu murah. Tambah sedikit lagi.*)

Bu Siti: Ok, how about Rp. 15.000,00 per kilogram then?
(*Baiklah, bagaimana kalau Rp. 15.000,00 per kilo?*)

Seller: Yes, that's okay. How many kilo do you need?
(*Boleh, deh. Beli berapa kilo?*)

Bu Siti: I will have 3 kilograms please.
(*Saya mau beli 3 kilo.*)

Seller: Ok, let me weigh these mango in the scale first. Here you go, Ma'am. The total is going to be Rp. 45.000,00.
(*Baik, saya timbang dulu ya mangganya. Ini, Bu. Harga totalnya Rp. 45.000,00*)

Bu Siti: Here is the money, Sir! Rp. 45.000,00.
(*Ini uangnya, Pak! Rp. 45.000,00.*)

Seller: Is there anything else you need?
(*Mau beli apa lagi?*)

Bu Siti: My daughter loves watermelon. **How much is that** per kilogram?
(*Anak perempuan saya suka semangka. Berapa harga per kilonya?*)

Seller: Yes, this kind is very sweet. For the watermelon, it is Rp. 6.000,00 per kilogram, Ma'am.
(*Ya, semangka yang ini manis sekali. Untuk semangkanya Rp. 6.000,00 sekilo, Bu.*)

Bu Siti: **Can you lower the price?** Rp. 4.000,00?
(*Boleh kurang? Rp. 4.000,00?*)

Seller: No, **the price is already final.** Look, this watermelon is fresh, juicy and sweet. Try this little slice. It's sweet, isn't it?
(*Nggak boleh, sudah harga pas. Coba lihat, semangka ini segar, airnya banyak, dan manis. Coba ini, makan seiris. Manis kan?*)

Bu Siti: Yes, it is sweet. But it is still too expensive. I am not going to buy it.
(*Ya, ini manis. Tapi masih terlalu mahal. Saya nggak jadi beli, deh.*)

Seller: Ok, ok for you Rp. 4.000,00 per kilo then.
(*Baiklah, buat Ibu Rp. 4.000,00 sekilo kalau begitu.*)

Bu Siti: I want the big one. The one over there.
(*Saya mau beli yang besar. Yang sebelah sana.*)

Seller: This one?
(*Yang ini?*)

Bu Siti: No, the other one next to it. How many kilogram is that?
(*Bukan, yang satu lagi yang sebelahnya itu. Berapa kilo itu?*)

Seller: Let me see. It is about 4 kilo. So, the total is Rp. 16.000,00.
(*Coba saya timbang. Ini 4 kilo. Jadi totalnya Rp. 16.000,00.*)

Buyer: Okay, here is the money.
(*Baiklah, ini uangnya.*)

Seller: Do you need anything else?
(*Perlu apa lagi?*)

Bu Siti: No, that's it.
(*Nggak, itu saja.*)

After reading the dialogue, do exercises below.

Looking for general information

Exercise 1: Pair work. Discuss with your friend. Can you find the following elements in the text?

Information (<i>Informasi</i>)	Yes/No (<i>Ya/Tidak</i>)
people bargaining (<i>orang-orang tawar menawar</i>)	
selling vegetables (<i>menjual sayuran</i>)	
buying fruits (<i>membeli buah-buahan</i>)	
the buyer is a man (<i>pembelinya seorang laki-laki</i>)	
the seller measures using kilograms (<i>penjualnya menimbang memakai kilogram</i>)	

Looking for specific information:

Exercise 2: Pair work. There are some numbers in the article. With your partner, identify what each of the following numbers refers to. Write a description of each item in the right column like shown in the example.

Numbers (<i>Angka</i>)	Description (<i>Penjelasan</i>)
Rp. 25.000,00	The first price of one kilogram of mangoes that the seller gives. (<i>Harga awal sekilo mangga yang ditawarkan oleh penjual.</i>)
Rp. 10.000,00	
Rp. 15.000,00	
3 kg	
Rp. 45.000,00	
Rp. 6.000,00	
4 kg	
Rp. 4.000,00	
Rp. 16.000,00	

Exercise 3: Pair work. Discuss the answers to these questions with your classmate.

- Why does Bu Siti want to buy the watermelon?
(*Mengapa Bu Siti mau membeli semangka?*)
- Do you think Bu Siti gets a good deal for the watermelon?
(*Apakah Bu Siti mendapatkan harga yang murah untuk semangkanya?*)
- What kind of watermelon does Bu Siti like?
(*Semangka yang bagaimana yang Bu Siti suka?*)
- Which fruit is Bu Siti bargaining for?
(*Buah apa yang ditawarkan oleh Bu Siti?*)
- Which fruit has a fixed price?
(*Buah yang mana yang harganya pas?*)

Exercise 4: Look at the expression taken from the dialogue in the box below. Then look at the picture and fill the blank.

Bu Siti: **How much do they cost?**
(*Berapa harganya?*)

Seller: Oh, one kilogram is Rp. 25.000,00.
(*Oh, sekilo Rp. 25.000,00.*)



Rp. 6.250,00 per kg

1. A: _____?

B: It's Rp. 6,250.00 per kg.

Bu Siti: These mangoes look good, Sir! Are they sweet?
(*Mangga-mangga ini kelihatan enak, Pak! Manis, nggak?*)

Seller: Yes, they are very sweet.
(*Ya, manis sekali.*)

Bu Siti: **How much do they cost?**
(*Berapa harganya?*)

Seller: Oh, one kilogram is Rp. 25.000,00.
(*Oh, sekilo Rp. 25.000,00.*)

Bu Siti: **That is too expensive! Can I bargain?**
(*Itu terlalu mahal! Boleh saya tawar?*)

Seller: Of course.
(*Tentu saja.*)

Bu Siti: How about Rp. 10.000,00?
(*Bagaimana kalau Rp. 10.000,00?*)

Seller: No, I cannot sell for that price. **That is too cheap! Go a little bit higher.**
(*Nggak bisa, saya nggak bisa jual harga segitu. Itu terlalu murah. Tambah sedikit lagi.*)

Bu Siti: Ok, how about Rp. 15.000,00 per kilogram then?
(*Baiklah, bagaimana kalau Rp. 15.000,00 per kilo?*)



Rp. 1.000.000,00

2. A: This bag costs Rp. 1.000.000,00.

B: _____! _____?

A: Of course.

B: How about _____?

A: No, I cannot sell for that price. _____! _____.

B: Ok, how about _____?

Bu Siti: My daughter loves watermelon. **How much is that** per kilogram?

(Anak perempuan saya suka semangka. **Berapa harga per kilonya?**)

Seller: Yes, this kind is very sweet. For the watermelon, it is Rp. 6.000,00 per kilogram, Ma'am.

(Ya, yang ini manis sekali. Untuk semangkanya Rp. 6.000,00 sekilo, Bu.)

Bu Siti: **Can you lower the price?** Rp. 4.000,00?

(**Boleh kurang?** Rp. 4.000,00?)

Seller: No, **the price is already final...**

(Nggak boleh, **harganya sudah pas...**)



Rp. 750.000,-

3. A: I love these red shoes. _____?

B: I sell these shoes for Rp. 750.000,-

A: _____ ? Rp. 500.000,-?
B: No, _____.

Exercise 5: Role play. Pair work. You and your classmate will play the roles of seller and buyer.

Seller (*Penjual*): Each seller gets a piece of paper containing pictures of fruits: apple, orange, grapes, and strawberries. The price is flexible. Your job is try to sell it for the highest price that you can. You should think of many reasons that you can give for why the price cannot be lowered.

(Tiap pembeli mendapat selembar kertas yang berisi gambar buah-buahan: apel, jeruk, anggur, dan stroberi. Harganya bisa ditawar. Tugas Anda adalah mencoba menjual buah-buahan itu dengan harga semahal mungkin. Berikan beberapa alasan mengapa harga yang Anda tawarkan tidak bisa dikurangi.)

Buyer (*Pembeli*): Each buyer gets a piece of paper containing a list of fruits that you need to buy. Your job is to bargain for each fruit until you get the best price. After you finish bargaining with the seller, in the column price, write down the total amount of money you have spent.

(Tiap penjual mendapat selembar kertas yang berisi daftar harga buah-buahan yang perlu Anda beli. Tugas Anda adalah menawar setiap buah sampai Anda mendapatkan harga yang murah. Setelah selesai tawar menawar dengan penjual, di kolom harga, tulislah jumlah total uang yang sudah Anda habiskan)

 <p>Rp 7.500,00/kg</p>	 <p>Rp. 8.000,00/kg</p>
 <p>Rp 9.750/kg</p>	 <p>Rp. 6.250,00/kg</p>







Fruits (Buah-buahan)	Price (Rp.?) Harga (Rp. ...?)
1 kg strawberry (<i>sekilo stroberi</i>)
2 ½ kg grapes (<i>2 ½ kg anggur</i>)
3 kg oranges (<i>3 kg jeruk</i>)
2 kg apples (<i>2 kg apel</i>)
Total:

Language Focus

In the text, you see that the seller said that the watermelon is already in fixed price. But finally he lowers the price when Bu Siti says she doesn't want to buy it:

Bu Siti: My daughter loves watermelon. How much is that per kilogram? (<i>Anak perempuan saya suka semangka. Berapa harga per kilonya?</i>)
Seller: Yes, this kind is very sweet. For the watermelon, it is Rp. 6.000,00 per kilogram, Ma'am. (<i>Ya, semangka yang ini manis sekali. Untuk semangkanya Rp. 6.000,00 sekilo, Bu.</i>)
Bu Siti: Can you lower the price? Rp. 4.000,00? (<i>Boleh kurang? Rp. 4.000,00?</i>)
Seller: No, the price is already final. Look, this watermelon is fresh, juicy and sweet. Try this little slice. It's sweet, isn't it? (<i>Nggak boleh, sudah harga pas. Coba lihat, semangka ini segar, airnya banyak, dan manis. Coba ini, makan seiris. Manis kan?</i>)
Bu Siti: Yes, it is sweet. But it is still too expensive. I am not going to buy it. I am going to buy it from the other seller. (Bu Siti starts to walk away and then...) (<i>Ya, ini manis. Tapi masih terlalu mahal. Saya nggak jadi beli, deh. Saya mau beli dari penjual lain. (Bu Siti mulai melangkah pergi lalu...)</i>)
Seller: Ma'am, ... ma'am, hold on! Ok, ok, for you I give Rp. 4.000,00 per kilogram then. Deal? (<i>Bu, ... Bu, tunggu! Baiklah, baiklah, untuk ibu saya kasih Rp. 4.000.00 per kilonya deh. Setuju?</i>)
Bu Siti: Deal! (<i>Setuju!</i>)

Look at the picture below. Pay attention to the words in bold.

 <p>Honey tastes sweet. (<i>Madu rasanya manis.</i>)</p>	 <p>These apples are local apple. (<i>Apel-apel ini apel lokal.</i>)</p>
 <p>These vegetables are organic and fresh. (<i>Sayuran-sayuran ini organik dan segar.</i>)</p>	 <p>These apples are imported apples. (<i>Apel-apel ini apel-apel impor.</i>)</p>
 <p>Lime tastes sour. (<i>Limau rasanya asam.</i>)</p>	 <p>The steak looks juicy. (<i>Bistik kelihatan lezat.</i>)</p>

Exercise 6: Make a couple of sentences using the words in the box.

sweet	local	imported	organic	sour	juicy	fresh
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1. sweet

2. local

3. imported

4. organic

5. sour

6. juicy

7. fresh

Exercise 7: Pair work. Act out a dialogue with your classmate. Student A is the seller, and student B is the buyer. Fill the blank with the name of the fruit. And try to make an argument for why the prices of some of fruits you sell are fixed. After that, switch roles.

Student A: How much does this _____ cost?

Mahasiswa A: (Berapa harga _____?)

Student B: Rp. _____/kg.

Mahasiswa B: Rp. _____/kg.

Student A: That's too expensive. Can you lower it down?

Mahasiswa A: (Ini terlalu mahal. Boleh kurang?)

Student B: No, the price is already final.

Mahasiswa B: Nggak bisa, sudah harga pas.

_____.

Post Activity:

Give students the homework below.

Berikan PR di bawah ini kepada para mahasiswa.

As homework, create a 5-10 minute role play with one of your classmates, based on the situation shown in the picture below. In the next class meeting, perform the role play in front of your classmates. If necessary bring some prompts to illustrate your performance.

Use expressions we have learned: “How much does it cost?/How much is it?”, “That is too expensive”, “Can you lower the price?”, “That is too cheap”, “Go a little bit higher”, “The price is already fixed”.

(Untuk PR, buat sebuah skenario mini drama dengan salah satu teman sekelas Anda dengan situasi yang terlihat di gambar di berikut ini, sekitar 5-10 menit. Di kelas berikutnya, pentaskan mini drama di depan kelas. Kalau perlu bawalah beberapa alat peraga untuk mengilustrasikan pentas Anda. Gunakan fungsi bahasa yang sudah Anda pelajari: “Berapa harganya?”, “Itu terlalu mahal”, “Boleh/bisa kurang”, “Itu terlalu murah”, “Tambah sedikit harganya”, “Harga sudah pas”.

For students who are not performing, take notes about your friends’ roleplay. Which part is good, which part needs to be improved, etc. After all of you finish role playing, have a short discussion. Make comments and suggestions based on the notes you have taken earlier, and then decide which roleplay is the best.

(Bagi para mahasiswa yang tidak sedang pentas, buat catatan tentang mini drama teman Anda. Bagian mana yang bagus, bagian mana yang perlu diperbaiki, dst. Setelah semua kelompok selesai bermain peran, diskusikan pertanyaan-pertanyaan Anda. Beri komentar dan saran berdasarkan catatan yang sudah Anda buat sebelumnya, kemudian putuskan mana mini drama yang paling bagus)

NOTE: This picture is just an example. You and your classmate can decide what kinds of clothing or other items you want to buy.

Catatan: Gambar ini hanya contoh saja. Anda dan teman sekelas Anda bisa memutuskan barang apa yang akan Anda jual/beli.



Situation:

This conversation happens in a traditional market located in a small city in Indonesia. In this market, there is stall that sells: clothing and toiletries.

Situasi:

Percakapan ini terjadi di pasar tradisional yang berlokasi di sebuah kota kecil di Indonesia. Di pasar ini ada toko yang menjual baju dan barang-barang untuk keperluan kamar mandi.

Student A: You have just moved into a new boarding house. You are on a budget of Rp. 200.000,00 to pay for a small gathering at your new boarding house. Decide on a few things that you need for the gathering. Now find what you need in the market. Since there are few stalls that sell items you need, you have to compare and bargain for each item. Your job is to find the cheapest price.

Mahasiswa A: Anda baru saja pindah ke rumah kos. Anda punya anggaran Rp. 200.000.00 untuk mengadakan acara kecil di rumah kos. Putuskan beberapa barang yang Anda perlukan untuk acara itu. Sekarang cari apa yang Anda perlukan di pasar. Karena hanya ada beberapa warung kecil yang menjual barang-barang yang Anda perlukan, Anda harus membandingkan dan menawar setiap barang tersebut. Tugas Anda mencari harga termurah.

Student B: You are one of the sellers in the market. You sell: food items and eating utensils. Answer your customer's questions. You want to sell as many items as you can without dropping the price too much.

Mahasiswa B: Anda salah satu penjual di pasar. Anda menjual: makanan dan perlengkapan makanan. Jawablah pertanyaan pembeli. Anda mau menjual sebanyak barang yang Anda bisa tanpa menurunkan harga terlalu banyak.

Student C: You are also one of the sellers that sell food items and eating utensils. Answer your customer's questions. Sell as many items as you can without dropping the price too much. Remember you have to compete with other sellers.

Mahasiswa C: Anda salah satu penjual yang menjual makanan dan perlengkapan makanan. Jawablah pertanyaan pembeli. Anda mau menjual sebanyak barang yang Anda bisa tanpa menurunkan harga terlalu banyak. Ingat Anda harus bersaing dengan penjual lain.

Cultural Notes:

Bargaining

Bargaining commonly happens in traditional markets and street stalls in Indonesia. Stores and supermarkets usually have fixed prices. Once the seller agrees to the amount of money you offer for an item, you are expected to buy it.

Kilogram

Indonesians use the metric system. In Indonesia, they say "kilo" which is a shortened word for "kilogram."