

*How's your haggling?***ACTIVITY**

Pairwork: reading, speaking

AIM

To interview a partner using a questionnaire, and find out how good they are at haggling.

GRAMMAR AND FUNCTIONS

Countable and uncountable nouns

Ways of expressing quantity

VOCABULARY

Money and shopping

PREPARATION

Make one copy of the worksheet for each student in the class and cut off the 'What it means' section as indicated. Make one copy of the 'How did you score?' section at the bottom of this page for every pair of students in the class.

TIME

20 to 30 minutes

PROCEDURE

- 1 Explain that the students are going to answer a questionnaire to find out how good they are at haggling. If you have a multicultural class, it may be an idea to spend a few minutes discussing attitudes to haggling in their different cultures.
- 2 Ask the students to work in pairs and give one copy of the worksheet to each student. Do not give out the 'What it means' or 'How did you score?' sections yet.
- 3 Ask them to take it in turns to ask their partner the questions on the questionnaire and to note down their answers.
- 4 When they have interviewed one another, give the 'What it means' section to each pair of students and ask them to add up their partner's score.
- 5 Give each pair of students a copy of the 'How did you score?' section at the bottom of this page and ask them to read the comments corresponding to their partner's answers.

How did you score?

- 13-16 points You're a born haggler! For you, shopping is no fun without the thrill of coming home with some bargains.
- 8-12 points You've got a gift for negotiation. Look out for some new opportunities to improve your skills.
- 4-7 points Be brave and take a few risks - you may be surprised at how easy it is to haggle.
- Under 4 points Oh dear - you're the type who prefers to pay more than the asking price.