Reading Practice – The Art of Bargaining

Bargaining or haggling is a common practice all over the world. It is the act of asking for a lower price for a product that you wish to buy. However, some cultures consider it as an art, but some take it as an insult. Thus, we should take note of the times and places where you cannot bargain.



Asians are very familiar with bargaining for goods and services, especially in flea markets and shops. Some shopowners offer a discount, even before they encourage patrons to make a purchase. However, be careful not to bargain for prepared meals in Malaysia, Indonesia and neighbouring countries as food is seen as a precious daily necessity and negotiating for its price is undermining its value. If you happen to be in air-conditioned shopping malls or hypermarkets where prices are fixed, it is almost impossible to haggle for a lower price.



Some people claim that they are very good at bargaining. This is indeed an art, and it takes a lot of practices to excel it. However, be careful not to offend the seller by asking for a very low price, or walking away when you do not agree with the price offered.

In some places, you could even get into trouble because of it. You should only bargain when you find the price offered is a bit high or when you really intend to buy the product. Apologise politely before you leave the premises if you disagree with the final price.

Part A – Determine whether you may or may not bargain at these places? PBD 3.1.2

1	Markets		4	Shopping malls	
2	Flea Markets / Bazaars		5	Hawkers	
3	Cafes		6	Supermarkets	

Part B – Match the words in the text with a suitable substitute word. PBD 3.1.3

Words from the text
undermining
discount
fixed
intend
patrons
offend

Substitute word
want
lessening
customers
annoy
price cut
set

LIVEWORKSHEETS