

1 Read the conversation in the left-hand column between Tom and a stallholder, and answer the question.

- Would you have negotiated more or less than Tom did?

2 Complete the reported speech in the right-hand column using two words in each gap.

3 Work in pairs. Read the seller's reported speech again and answer the question.

- What negotiation strategies does the seller use?

Tom: I'm interested in the bags, could you get one down for me to look at please?	I said ¹ _____ interested in the bags and asked the seller ² _____ one down for me to look at.
Stallholder: Certainly. All the bags were made by people in my family.	She ³ _____ that all the bags ⁴ _____ made by people in her family.
Tom: How much are they?	I ⁵ _____ much ⁶ _____.
Stallholder: Do you like the orange or the green?	She ⁷ _____ I liked the orange or the green.
Tom: I prefer the green one.	I told her ⁸ _____ the green one.
Stallholder: You have excellent taste because the green one is my best bag. It costs 200 pesos and the orange bag costs 100.	⁹ _____ I had excellent taste and that the green one was her best bag. It cost 200 pesos and the orange bag cost 100.
Tom: Oh. Would you accept 150 pesos for the green bag?	¹⁰ _____ whether she ¹¹ _____ 150 pesos for the green bag.
Stallholder: I can't, but I can give you a very special price for the two bags of 250 pesos.	She told me ¹² _____, but she ¹³ _____ me a very special price for the two bags of 250 pesos.
Tom: OK, I'll take them both.	I said I ¹⁴ _____ them both.

