

### Sales vocabulary check-up

1. Most online retailers buy goods in ..... (large quantities)
2. .... (two words) is a sales technique where a sales rep calls random potential clients and tries to convince them to buy a product or a service.
3. Retailers offer ..... goods to customers (such as physical items), whereas service companies offer .....services ( e.g. consultancy, advice etc.)
4. If a product is worth its price it is ..... (three words)
5. .... are in other words potential clients.
6. „We'd like to purchase 50 electric scooters you have on offer. Could you send us a ..... ?
7. „If you can't afford this washing machine you can buy it on ..... We offer low ..... and you can pay for this good in 12 ..... ”
8. .... usually offer competitive prices compared to retailers.
9. Most users are price ..... nowadays so they we will appreciate our range of low price phones.
10. „This camera was a real ..... – I got a 30 % discount from the shop”.
11. The seller's ..... ( two words) was very convincing. He spoke with confidence about the product he was selling and he seemed trustworthy.