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Aii Language Center

A Mengly J. Quach Education School

Name _____

Date _____

QUIZ 2

A. Choose the best word that complete each sentence.

1. Our aim is to provide quality goods at _____ prices!
a. afford b. affordable c. affording
2. A sample _____ letter may help you write one.
a. recommend b. recommendation c. reccommendation
3. I didn't hire him and I have no idea what _____ you are talking about.
a. deal b. affordable c. browse
4. Neither was willing to _____ with me for your life.
a. bargain b. browse c. brand
5. They could do nothing but give up all their _____ and money.
a. goods b. affordable c. brand
6. Tobacco of a superior _____ is grown extensively on the lower northern slopes and much tobacco is now grown under cloth.
a. quality b. browse c. goods
7. She grabbed the note pad and wrote a _____ name and quantity.
a. bargain b. brand c. deal
8. The rate of _____ was 3% throughout the whole of the year.
a. bargain b. discount c. deal
9. She should take him up on his offer to _____ a car for her.
a. brand b. purchase c. quality
10. A great way to get some unique ideas is to simply _____ online.
a. browse b. deal c. brand

Choose the error of each sentence. (2 points each)

11. A great way get some unique ideas is to simply browse online.
a. great b. get c. ideas d. browse
12. You didn't bargaining to leave here once you arrived.
a. You b. bargaining c. leave d. arrived
13. We can't not deal with equations that big—but a computer will solve for



that in a minute if it has enough data.

a. not b.equations c.computer d.minute

14. They need markets to sell goods in and stable currencies.

a. need b.goods c.and currencies

15. On paper the scheme had everything to recommend it as the expedient most likely to brought about the desired end.

a. everything b.recommend c.most d.brought

Choose the best subject relative pronoun that completes each sentence.(2 points each)

16. Mr. Cyd, _____ lives in England, works at Aii Language Center.

a. who b.which c. that

17. The car, _____ was blue, hit our house.

a. who b. which c.that

18. The kid _____ ate my food came back for more.

a. who b.which c.that

19. The book, _____ bought last week, is missing

a. who b.which c.that

20. The bag _____ I borrowed from my friend got snatched by a robber.

a. who b.which c.that

READING

Read the passage and answer the questions.

To Bargain or Not to Bargain?

You're on vacation and have gone to a local open-air market to buy gifts for friends back home. You know that **haggling** is a local custom, but you feel guilty. You can see that the residents here are quite poor. You probably earn more money in a day than they do in a week or even a month. Should you bargain or just pay the price they are asking?

Travel experts are divided on this issue. Some feel that haggling is not just right but necessary. Local merchants, they say, expect tourists to haggle. They know that tourists from richer nations feel guilty. They use that guilt as an opportunity to ask much more for goods than they would charge a local resident. If you just pay the asking price, you set the stage for other tourists to pay the higher price after you. Says one traveler, "A tourist being a **pushover**, unwilling to haggle, and content to pay often hugely **inflated** asking prices, only reinforces local **stereotypes** of foreigners as walking money-pots." Another points out that wealthy residents of a country don't pay the higher prices so tourists shouldn't be expected to either.

Merchants in tourist areas have much more experience haggling than most tourists do, others



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point out. They often have the upper hand. If you feel guilty about getting a big discount, there are things you can do to make up for it. You can always recommend sellers to other tourists to increase their business. You can offer to help them market their goods more effectively. You can donate your time or money to charity organizations working in that country.

Finally, some experts argue, if you don't haggle you're being rude. You are saying that you're so much richer than the seller that you don't need to haggle.

But other travel experts feel that haggling isn't always right. When you see that a person has put a lot of time into creating an item, it is not appropriate to try to drive down the price, they say. You may think you're smart for getting a bargain, but the money you saved may mean that the seller's family goes hungry. You also may be insulting the person who made the item by pointing out mistakes or problems with it in order to lower the price. Forcing low prices, they say, discourages local artists from investing time in their goods, so tourists end up having to choose among items of poorer quality. Haggling keeps poor people poor, says one British charity working in poor countries. Tourists should not take advantage of local generosity or innocence.

Perhaps the answer lies somewhere between the two points of view. Go ahead and haggle, but do the homework first. Get an idea of what local goods are worth and then pay what you feel is a fair price for them. The goal, points out one traveler, is not to do away with the seller's profit but to find a price that satisfies buyer and seller both. And do your haggling with good humor and courtesy. You show respect when you bother to learn, say, the words for numbers in the local language. A little research and a lot of compassion is the way to go.

* **Haggling:** talking with someone to try and reduce the price of something. **Pushover** someone easy to persuade. **Inflated** increased to higher than normal levels. **Stereotypes** often untrue beliefs about a group of people.

21. The phrase "just pay the asking price" means ____.
 - a. just pay what the seller is asking for without bargaining
 - b. just pay what the seller wants after you've bargained a bit
 - c. just bargain for a discount
22. You ____ when you "set the stage" for other tourists to be cheated.
 - a. dress up as a tourist
 - b. make it possible or likely
 - c. talk like a tourist
23. When merchants "have the upper hand" in a bargaining situation, they ____.
 - a. motion with their hands to indicate what they want



- b. are more likely to get what they want
- c. shake your hand to complete the deal

24. Before haggling you should "do the homework first" so that ____.

- a. you can get your work out of the way and enjoy the shopping
- b. you can do the math required to calculate discounts
- c. you have a good idea of what local goods are worth and can bargain for a fair price

25. "Foreigners as local money-pots" describes the stereotype that ____.

- a. all tourists are very rich
- b. most tourists only want to buy pottery
- c. tourists keep their money in jars

26. Compassionate bargaining is "the way to go" because ____.

- a. it gets you the biggest discounts
- b. it's the right thing to do
- c. it gets you the highest quality goods

LISTENING

Listen to the conversations and choose the best words for each sentence.

27. The people having the conversation are in an _____ store.

- a. discount
- b. electronics
- c. affordable
- d. rip-off

28. The man recommends that the woman look online for a _____

- a. discount
- b. electronics
- c. affordable
- d. rip-off

29. Mia is looking for a pair of _____ shoes.

- a. 50
- b. 60
- c. party
- d. work

30. The shoes Mia wants to buy are being offered at a _____ percent discount.

- a. 50
- b. 60
- c. party
- d. work