

## SECTION 3.3

### Situation Dialog 3

#### SCRIPT:

Visitor 1: Wow, this is an amazing place!

Visitor 2: Yes, it's just like Ken described. This cart is terrific, isn't it?

Visitor 1: Ken told me this is quite a new feature; he said walking around used to be exhausting.

Visitor 2: I can imagine in this heat. Keep drinking plenty of water.

Visitor 1: I am. Hey, look at those over there!

Visitor 2: Oh yes! Really colorful!

Visitor 1: Do you think we might explore the precious gems and metals area?

Visitor 2: If we can find it!

#### Later

Visitor 2: I think this is where he said it was.

Visitor 1: Yes! Look!

Visitor 2: What's the interest in the jewelry?

Visitor 1: It's not the jewelry so much as the gold and silver.

Visitor 2: Really?

Visitor 1: Yes. Tom said he'd be interested in a silver bracelet. He said Chatuchak might be a place to find one at a good price.

Visitor 2: That stall has silverware.

Visitor 1: Let's take a look.

#### At the stall

Visitor 1: This is the kind of bracelet that Tom described.

Visitor 2: How much is he willing to spend?

Visitor 1: He said up to one hundred pounds.

Visitor 2: (to the trader) How much is this bracelet?

Trader: (taking the bracelet and weighing it) Two thousand baht.

Visitor 2: Why is he weighing the bracelet?

Visitor 1: It's a sign that it's genuine silver. They do the same with real gold jewelry.

Visitor 2: Is that a good price?

Visitor 1: It sounds promising. I think the price of silver has gone up though.

Trader: Yes, there was a big increase last year.

Visitor 2: Wow! That's a big one back there.

Visitor 1: I think that's more the size Tom had in mind. How much is that one?

Trader: (weighing the bigger bracelet) Five thousand baht.

Visitor 2: That's about a hundred pounds.

Visitor 1: It's a bit over by yesterday's exchange rate.

Visitor 2: Do you think Tom would pay that much?

Visitor 1: I think so, if it's the real thing.

Trader: All of our silver items are 100% genuine I can assure you.

Visitor 2: Could you give us a discount on that one?

Trader: I'm sorry, but the silver price is fixed.

Visitor 1: How about if we bought two items?

Trader: Possibly. What did you have in mind?

Visitor 2: Two items?

Visitor 1: Yes, I like that ring.

Visitor 2: Oh, I see. Yes, I liked that one in fact.

Trader: Well, if you bought all three I might be able to deduct a certain percentage.

Visitor 1: How much is this ring, please?

Visitor 2: And that one there.  
(Picking up the rings to weigh them)

Trader: This one's 900 baht, and this 1500.

Visitor 2: So that's 7,400 baht.  
(Checking on his calculator)

Trader: Yes, seven thousand, four hundred.

Visitor 1: What percentage discount could you offer?

Trader: Two percent.

Visitor 2: Two percent! How about five?

Visitor 1: Or ten even better!

Trader: Two percent would be 148 baht.

Visitor 2: Ten would be 740.

Trader: I could offer ten percent, if you bought another bracelet and another ring.

Visitor 1: No, we can't afford that much.

Visitor 2: How about a straight seven thousand for the three items?

Trader: Alright, 7,000 baht.

Visitor 1: Do you take credit cards?

Trader: No, I'm sorry. It has to be cash.

Visitor 2: It's okay. I have it here. I hope Tom coughs up.

Visitor 1: He will. Can we get them engraved?

Trader: I will engrave them, free of charge, if you wish.

Visitor 2: No, that's OK thanks. We'll wait.

Trader: As you wish. (handing the wrapped silver) Here you are.

Visitor 1: Thank you. Goodbye.

Trader: Goodbye.