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Bargaining 讨价还价

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How much is the ivory box?

It costs 750.

It's too much, it's too much. What's your best price?

Well, the best best is 700.

700. Ok, I take it.

Ok. Thank you very much. Thank you.

Li: **Wow, that's an expensive purchase!** 刚才我们听到的是一段买东西的对话，一位男士在伦敦著名的古董市场 **Portobello Market** 看到了他喜欢的东西。

Helen: **And he's haggled with the trader for a better price.**

Li: **Haggle** 讲价，这就是我们今天的话题。

Helen: **Hello. Welcome to BBC Learning English. I'm Helen.**

Li: 我是杨莉，大家好。欢迎收听 **Ask About Britain** 英国问答节目。在中国，买东西讲讲价钱是非常普遍的事情。但是在英国，人们也会讨价还价吗？

Helen: **Is bargaining common practice in the UK? And what do people do when they buy things from markets?**

Li: 在表达讨价还价意思的时候，我们可以说 **bargaining**，不过还有另外两个词，也有相同的意思。

Helen: **To haggle and to barter.**

Li: **To haggle and to barter.**

Helen: **So what do British people think of haggling? Let's hear from a few of them. Here is Moira.**

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I think it's very un-British. The British aren't used to haggling. They find it quite difficult, I think, if they go to countries where haggling is sort of normal.

Li: **Moira** 觉得讨价还价不是英国人的特点 **it's very un-British**. 他们对这个概念不习惯 **they are not used to haggling**.

Helen: But Julia does haggle a bit in marketplaces.

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Yes, I do. In a market situation, I would always ask to see if I could get a little bit of extra value for money. But I wouldn't do that in a supermarket, at Tesco's. You know, the bill is the bill isn't it?!

Li: Julia 说讲价要看场地。在自由市场里 markets, 她会讲讲价看能不能多得到一点东西。

Helen: To get a bit of extra value for money, to get a little bit more for your money.

Li: 不过超市就没有讲价的余地了, 账单 bill 是多少就得付多少。不过, 如果你想讲讲价, 有什么需要注意的吗? 让我们听听 Oliver, 他是一名古玩商。

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The only thing I would say is, trading in England, is probably that you can't really push too far. I would say about 10% is about normal really. If you do go a little bit too far, you can upset them, they can get a bit fraught sometimes.

Helen: Oliver's suggestion is that in a market as a customer, it's ok to ask for a price cut or get something extra for the same money. But you shouldn't push it too far.

Li: Push it too far 就是过头了。Oliver 的意思是讲价没问题, 但是不能太离谱了。在英国这个标准就是 10%。

Helen: Yes, asking for a 10% discount is ok in a market. Sometimes you can try for 15%. The problem with asking for a big or unrealistic discount is that the seller could get upset.

Li: Upset 生气。是的, 在英国如果你砍价砍得太狠了, 卖主会生气的, 然后就不想做你的生意了。

Helen: Oliver also used the word fraught, to get fraught, it means becoming tense or upset.

Li: Fraught 也有精神紧张, 生气的意思。

Helen: And Oliver was keen to point out that in the market, haggling can be an enjoyable experience.

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Yes, it can be an enjoyable experience, definitely, because it's an interaction between two people and obviously things like humour comes into it and charm and so on and so forth. So yes it can be.

Li: Oliver 觉得讨价还价是一种享受, 是买方和卖方相互交流的一个过程。

Helen: It's an interaction between two people, it's a communication process.

- Li: 双方从这个过程中会体会到幽默 **humour**, 而且展示各自的魅力 **charm**.
- Helen: **Well, when I try to get the best deal in a market, I always put on a big smile and say lots of nice things to people.**
- Li: **You are very good Helen, so you try to use your charm to knock down the price.**
- Helen: **Absolutely, and most of the time I'm able to get at least a few pounds taken off the asking price.**
- Li: 看来灿烂的笑容是讲价的好武器。
- Helen: **Absolutely.**
- Li: 好了,希望大家通过今天的节目对英国人对讨价还价以及他们的看法有了一定的了解。有空儿别忘了登陆我们的网页 www.bbcukchina.com, 那里有更多的英语节目可以下载。
- Helen: **That's all from us now and see you soon.**
- Li: 谢谢收听, 我们下次节目再会。
- Helen: **Bye bye.**