



مکالمه با

اصطلاحات آمریکایی

NEGOTIATING A PURCHASE

+ اصطلاحات و گرامر

Intermediate

Advanced

[website: englishnerd.club/seat](http://englishnerd.club/seat)

NEGOTIATING A PURCHASE

Max is shopping for a used car. He goes to see Jim, who's selling his used Honda. After a test drive, Max negotiates with Jim and gets him to reduce the price by \$800.

Jim: Hello. Jim Harris speaking.

Max: Hello, Jim. My name is Max Taylor. I'm shopping for a used car, and I saw your ad for a 2008 Honda Civic.

Jim: The car is still available, but I'm getting lots of calls for it.

Max: How about if I swing by at 5:30?

Jim: Okay. I'm on 433 Main Avenue, across the street from Arroyo High School.

(Max comes over to Jim's house.)

Max: Hi, I'm Max. I'm here to see the car.

Jim: Good to meet you, Max. I'm Jim. Would you like to take a test drive?

Max: Yes, thanks. The last thing I need is another lemon!

Jim: You don't have to worry about that. This is a great car.

(They return from the drive.)

Max: It does drive well.

Jim: And it's in mint condition!

Max: You're asking \$8,000 for it?

Jim: Yes, it's a steal.

Max: It's a nice car, but it's a two-door car and I was hoping to buy a four-door.

Jim: A car like this is going to sell quickly. I'd hate for you to miss out.

Max: I'll give you \$7,000.

Jim: Let's split the difference. If you can make it \$7,500, you've got a deal.

Max: I'd like to sleep on it. Can I give you a ring in the morning?

Jim: I'd like to reach an agreement now. How about \$7,300?

Max: Would you take \$7,200?

Jim: I don't want to haggle.

Max: I'm sorry to nickel and dime you, but money is tight for me right now.

Jim: Okay, let's close the deal. I'll take \$7,200.

NEGOTIATING A PURCHASE

Max is shopping **for** a **used car** (=second-hand car). He goes to see Jim, **who's** selling his used Honda. After **a test drive**, Max **negotiates** with Jim and **gets him to reduce** the price **by** \$800.

Jim: Hello. Jim Harris **speaking**.

Max: Hello, Jim. My name is Max Taylor. I'm **shopping** for a used car, and I saw your **ad** for a 2008 Honda Civic.

Jim: The car is **still available**, but I'm getting lots of calls for it.

Max: How about if I swing by at 5:30?

Jim: Okay. I'm on 433 Main Avenue, across the street from Arroyo High School.

How about if + sentence

How about if we go out tomorrow?

How about if you rest for a few days?

How about if I come earlier today?

Max: How about if I swing by at 5:30?

Jim: Okay. I'm on 433 Main Avenue, across the street from Arroyo High School.

swing by = make a quick visit

I forgot my jacket at your house last night. Let me **swing by** after work and **pick it up**.

I'll **swing by** the grocery store on my way.

Max: How about if I swing by at 5:30?

Jim: Okay. I'm on 433 Main Avenue, across the street from Arroyo High School.

(Max comes over to Jim's house.)

Max: Hi, I'm Max. I'm here to see the car.

Jim: Good to meet you, Max. I'm Jim. Would you like to take a test drive?

Max: Yes, thanks. The last thing I need is another lemon!

Jim: You don't have to worry about that. This is a great car.

lemon = a car that doesn't work well

Molly's car is in the repair shop every month. What a lemon!

I soon realized the van was a lemon.

The last thing I need is another lemon!

**The last thing I need is = I definitely
don't need**

I hope Rick and Jenny are planning to stay at a hotel when they visit town.
The last thing I need is more houseguests!

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Max: Yes, thanks. The last thing I need is another lemon!

Jim: You don't have to worry about that. This is a great car.

(They return from the drive.)

Max: It **does** drive well.

Jim: And it's **in mint condition!**

Max: You're asking \$8,000 for it?

Jim: Yes, it's a steal.

in mint condition =

in excellent condition; like new

David has a large collection of old comic books in mint condition.

(They return from the drive.)

Max: It **does** drive well.

Jim: And it's **in mint condition!**

Max: You're **asking** \$8,000 **for** it?

Jim: Yes, it's **a steal.**

be a steal = be very cheap

You bought a new computer for \$199? What **a steal!**

An excellent seafood dish that **is a steal** at \$8

Max: It's a nice car, but it's a two-door car and **I was hoping to** buy a four-door.

Jim: A car like this is going to sell quickly. I'd hate for you to miss out.

I was hoping to

We were hoping to see you today.

I was hoping to buy a four-door.

Max: It's a nice car, but it's a two-door car and I was hoping to buy a four-door.

Jim: A car like this is going to sell quickly. I'd hate for you to miss out.

miss out = lose an opportunity

Sara submitted her application too late and **missed out on** the opportunity to spend the semester in Paris.

Prepare food in advance to ensure you don't **miss out on** the fun.

I'd hate (for) sb to do sth

I'd hate you to go.

I'd hate for him to think I wasn't interested.

Max: I'll give you \$7,000.

Jim: Let's **split the difference**. If you can make it \$7,500, you've got a deal.

Max: I'd like to sleep on it. Can I give you a ring in the morning?

split the difference

= to share a difference in cost

You asked for a salary of \$60,000, and we said the position paid \$52,000. Let's split the difference and say \$56,000.

Max: I'll give you \$7,000.

Jim: Let's **split the difference**. If you can make it \$7,500, **you've got a deal**.

Max: I'd like to sleep on it. Can I give you a ring in the morning?

you've got a deal

= I agree to your terms

You want \$99 for that dining room table? You've got a deal!

Max: I'll give you \$7,000.

Jim: Let's **split the difference**. If you can make it \$7,500, **you've got a deal**.

Max: I'd like to **sleep on it**. Can I give you a ring in the morning?

**sleep on it = take a day to think
about a decision**

I can't give you an answer now regarding the job offer. I need to sleep on it.

Max: I'll give you \$7,000.

Jim: Let's **split the difference**. If you can make it \$7,500, **you've got a deal**.

Max: I'd like to **sleep on it**. Can I **give you a ring** in the morning?

**give someone a ring = call someone
on the telephone**

I'll give you a ring in the morning so
we can make plans for tomorrow
night.

Jim: I'd like to reach an agreement now. How about \$7,300?

Max: Would you take \$7,200?

Jim: I don't want to haggle.

reach an agreement =

make an agreement

We negotiated for several days
before finally reaching an agreement.

Jim: I'd like to reach an agreement now. How about \$7,300?

Max: Would you take \$7,200?

Jim: I don't want to haggle.

haggle = argue over a price

Greg haggled with the eBay seller and ended up saving \$15 off the price of the guitar.

Max: I'm sorry to **nickel and dime** you, but money is tight for me right now.

Jim: Okay, let's close the deal. I'll take \$7,200.

nickel and dime =
argue with someone over a small
amount of money

Mepstein Industries has a reputation for being cheap. People say they nickel and dime their suppliers.

Max: I'm sorry to **nickel and dime** you, but **money is tight** for me right now.

Jim: Okay, let's close the deal. I'll take \$7,200.

money is tight

= not have a lot of money

Money is tight for Paul and Wendy right now, with two kids in college.

Max: I'm sorry to **nickel and dime** you, but **money is tight** for me right now.

Jim: Okay, let's **close the deal**. I'll take \$7,200.

**close the deal= reach an agreement
during a negotiation**

If you can take \$5,000 off the price of the house, we can close the deal now.

My car is a real **lemon** and gives me a lot of problems. On Saturday morning, I looked online for used cars. I found a Mini Cooper listed. The ad said the car was purchased last year and was still **in mint condition**.

Of course, I didn't want to **miss out**,
so I called the number right away.
The woman who picked up the
phone introduced herself as Donna.
She said, "I'm home right now. Can
you **swing by** ?"

I hurried over to her house. The car was a beautiful color and looked like new. Why was Donna selling it? "I don't want to sell it," she said, "but I'm moving to Japan in two weeks, and I can't bring it." After **taking it for a test drive** I knew I wanted it and I hoped we could **reach an agreement**.

I said, "You're asking \$12,000 for this car and my budget is \$10,000. How about we **split the difference** and say \$11,000?" As you can see, I love to **haggle**.

"I'd like to close the deal, but that's too low," Donna replied. "This is a great car, and it's already a **steal** at \$12,000." We negotiated for a few more minutes. When she offered to sell it to me for \$11,600, I said, "**you've got a deal.**"

Articles

I'm shopping for **a** used car. (general or any member of a group)

The car is still available. (known to both the speaker and the listener.)

a / an

refer to any member of a group

I need **a** bike.

If you don't want to be alone, get **a** dog.

a / an

describe

Julia is **a** lawyer.

This car is **a** two-door.

She's **a** nice person.

A woman came to the door while you were at the store.

I'm dating **a** lawyer.

a / an

general properties

An infant requires a lot of attention.

An unpaid parking ticket can lead to many problems.

A beagle is a friendly dog.

the
specific

The moon is bright tonight.

The plane ride to France will take about 8 hours.

The White House is a must-see if you visit Washington, D.C.

the
listener knows

Please open **the** window.

The radio is still on.

What happened to **the** lawyer you
were dating?

no article

general plural or non-count nouns

I like **coffee** in the mornings.

Russian is a difficult language.

Creativity is hard to teach.

Pandas are popular animals.

no article

most countries

France, Australia, South Africa

exceptions

the United States, the Netherlands,
the United Arab Emirates, the Czech
Republic, the Dominican Republic

no article

states, cities, and towns

California

Paris

Westport

London

no article

many expressions

at night (but: in the morning, in the afternoon)

at college, at school, to work

by car, by foot, by plane, by train

on Monday, in December, in 2024

no article

most lakes, mountains, volcanoes,
and islands

Lake Superior

Mount St. Helens

Mount Everest

the

the South Pole, the Equator

the Midwest, the South, the Middle
East

the Mississippi River, the Atlantic
Ocean, the Black Sea

the Gulf of Mexico, the Black Forest

Review

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