

## Teaching the Topic

Buying goods involves reading (notices, the paper, the Internet) and negotiating to buy (telephone, face-to-face, Internet). The Internet may involve email. Selling involves writing (notices, the paper, the Internet) and negotiating with the buyer (telephone, face-to-face, the Internet). Both the Internet and car purchases may involve auctions. Garage Sales don't need much language as the goods are on display, but prices will need negotiating.

### Resources

Daily newspapers; weekly community newspapers; notices at libraries, dairies, community centres; TradeMe.

### Activities

- Show photo from inside tutor's house. The learner asks *Where? When? How did you get that \_\_\_\_\_ (fridge/TV)?*
- Scan papers and notices for key words – what, how much, contact phone number, details of the age or condition of the item.
- Role play telephoning as a buyer – find out if it is still for sale, check details of age, condition, check price, arrange to see it, check address, name.
- Role play the seller on the phone – answering questions about price, age, condition, and arranging a time and place for the prospective buyer to come and check it out, checking contact details of the buyer.
- Role play discussion about means of payment – *Can I pay by cheque? Do you need me to pay cash?*
- Look together at TradeMe, find out how to search for items, bid, buying arrangements, collection arrangements.

### Language

- Goods, models, materials (*metal, plastic, wood*) measurements of all sorts (*cc, horsepower*), parts of things (*headboard, handles*), functions (*hold, adjust, extend, fold*).
- Asking and answering questions about goods.
- Spelling names, street names, addresses.
- Clarifying and checking details, understanding times, repeating.
- Common abbreviations used.

## Using the Worksheet

*A possible introductory activity:* How do people buy and sell things in the learner's country? Have they ever bought something in New Zealand that was not from a shop?

This activity involves reading For Sale notices. Focus on the shorthand style of writing notices, the vocabulary and phrases to describe the items. The learner chooses one of the notices, talks about what questions they might ask and role plays a phone call to the seller.

### Main learning points

Read the For Sale notices to understand what is being sold, the details about age, model and condition. Understand phrases like *Needs some repairs, Unwanted gift, the lot, Used once*. Find the price and contact details. Role play a phone call to the seller, firstly to check the item really is what the learner wants and secondly to arrange a time to see it. Negotiate a suitable time and confirm address and name of the seller. Say you are not interested, if necessary. Begin and end the conversation appropriately.

### What else could be learnt?

General listening skills on the phone – say clearly why they are calling, clarify if they don't understand, check understanding of details, repeat main points like time and address.

Before the next session find *For Sale* notices in the paper.



## Using the classifieds

Read these adverts and discuss any unfamiliar vocabulary.

Talk about the shorthand style of writing for advertisements like this.

Choose one advert and role play calling the seller.



### FOR SALE

Fridge freezer.  
Fisher & Paykel.  
Only one year old.  
Excellent condition. \$150.  
Ph: 685 9768 after 5pm.

### FOR SALE

Girl's Hillside High School  
Uniform. Size 10.  
Very good condition.  
Worn for only one term.  
Ph: 856 4765.

### FOR SALE

**Bargain!**  
Box of baby clothes and toys.  
\$50 the lot.  
To view call 664 5714.

### FOR SALE

Bedroom suite. Rimu.  
Double bed, wardrobe  
and dressing table.  
Needs some repairs.  
\$225 o.n.o.  
Ph: 685 4555

### For Sale

Child's bicycle.  
Unwanted gift.  
Used once. \$60.  
Ph: 474 9027.

Now think of some things you might want to sell one day.

Make up your own advert to put in the **For Sale** section of the **Classified Advertisements**.

### For Sale

