

Lesson 2 詢價說明

Part1. Vocabulary 單字

1. steep [stip] 陡峭的
2. expensive [ɪk'spensɪv] 昂貴的
3. overpriced [ˌovə'praɪst] 價格過高的
4. discount ['dɪskaʊnt] 折扣

Part2. General sentences 常用句子

➤ 客人可能會使用到的句子

◆ 詢價/服務

1. May I have an idea of your prices?
我可以請問價錢嗎?

2. How much does it cost?
= What's the price of this?
請問這個多少錢?

This 這個，指比較近，可以觸摸的到的

That 那個，指比較遠，碰不到的

3. How much is the hat?
一頂帽子多少錢?
4. Could you please deliver this package to my hotel?
可以幫我宅配到我住的飯店嗎

◆ 覺得太貴

1. The price is too high.
= The price is too steep.
= That is too expensive.
這個太貴了

steep= pricey =expensive 昂貴的

2. It's a little overpriced. It's a little pricey.
這價錢有點貴

◆ 殺價/折扣

1. Give me a discount, please.
拜託幫我打折

2. Can you give me a discount?
可以幫我打折嗎?
3. Could you cut the price a little, please?
= Can you offer it cheaper?
可以算我便宜一點嗎?
→有殺價的意味
4. Is it possible to lower the price?
可以便宜一點嗎?

➤ 店家應答

1. It is \$100.
這個 100 元
指單數
2. They are \$300.
這些 300 元
指複數
3. The price is fixed.
=It's a fixed price.
價格是固定的
4. If you like our fans page, we will treat you a dessert.
臉書打卡按讚，本店招待您一份甜點喔！
dessert=snack 點心
5. Buy one get one free
買一送一
6. There is a 10 percent discount on all the items now.
目前所有商品打 9 折。
✧ 10% off (ten percent off) 打 9 折
7. Our store is having a sale.
我們店現在特價中
8. Do you need any delivery service?
有需要幫您宅配嗎?
Convenient 方便的、便利的

9. Which hotel do you want to deliver your stuff to?

請問要宅配到哪間飯店呢?

Address 地址

10. The charge for the delivery service is ...

宅配的費用是...

實用單字

1. special offer 特惠
2. promotional price 促銷價
3. limited quantity sale 限量優惠
4. while supplies / stocks last 售完即止
5. No bargaining. 不二價

= It's a fixed price.

Part3. Conversation practice 會話練習

Conversation 1

A: Excuse me. Can I have/take a look at this coat?

不好意思，我可以看一下這件上衣嗎?

B: Sure. Here it is.

當然可以，請

A: How much is it?

這件多少錢?

B: It is \$1200.

1200 元

A: The price is too high.

這價格太貴了

A: Could you cut the price a little, please? How about \$1000?

可以算我便宜一點嗎? 1000 元怎麼樣?

B: All right, I can give you a discount. I'll give it to you for \$1000.

好吧，我給你一點折扣，算你 1000 元就好

Conversation 2

A: How much is it?

這個多少錢?

B: Only \$800. No bargaining.

只要 800 元，不二價

A: That is too expensive.

太貴了

A: Do you have something less expensive?

你有其他比較便宜的嗎?

B: Yes. That one costs \$600.

有，這個 600 元

A: I'll take that one, then. Thank you.

那我要買這個，謝謝

Then 表示已經決定後

例如外出有兩種交通工具可選擇

1.火車 100 元 2.巴士 200 元

最後選擇搭巴士，可以說→I will go by bus, then

但在英文裡也可以不說，I will go by bus.即可

以本會話而言則是只說 I'll take that one. Thank you.

Supplementary 補充

➤ Vocabulary 單字

Cheap 便宜的	Inexpensive 不貴的	Discount 折扣	Receipt 收據	Cash 現金	Credit card 信用卡
Limited edition 限量版	Special edition 特別版	On sale 特價中	Price tag 價格標籤	Change 零錢	Refund 償還/歸還
Steep 陡峭(指很貴)	Overpriced 很昂貴的	Expensive 昂貴的	Pricey 高價的	Budget 預算	Calculator 計算機
New arrival 新品到貨	New product 新產品	Extra discount 額外折扣			

➤ Sentences 句子

- How much is it?/How much is this?/How much is that?
請問多少錢?
- Our prices are shown on the price tag.
我們價格在標籤上有寫
- You can check the price of before and after discount on the price tag.
你可以在標籤上核對折扣前與折扣後的價格
- Could you give me some discount if I pay in cash?
如果我付現金你可以給我一點折扣嗎?
- What's your final/last price?
你們的成交價是多少?
- Do you have delivery service?
請問你們有寄送服務嗎?
- We have free delivery service.
我們有免費的寄送服務
- Our service is free of charge.
我們的服務是免費的
- We charge 5% commission on each delivery.
每個寄送服務我們酌收 5%佣金
- There's a 5% service charge of your total bill.
你的消費金額裡有 5%的服務費

11. How do you like to pay ? by cash or credit card?

請問你想如何付款? 現金或是信用卡?

12. I would like to pay in cash.

我想要付現

13. I don't have enough cash, can I pay by credit card?

我沒有足夠的現金, 我可以刷卡嗎?

14. We only accept change, no refund.

我們只收現金並且不能退貨

15. Our price is negotiable.

我們價格可以議價

16. What is your budget?

你的預算是多少?

17. Is there a price reduction?

這裡有降價嗎?

18. Where do I pay? / Where is the cashier?

我要到哪裡結帳? / 結帳人員在哪裡?

19. How much is the shipping cost?

運輸費是多少?

20. How much is it all together ?

這邊全部多少錢?

→It comes to 1000.

21. We have extra discount for students.

我們有學生價

➤ Conversation 會話

A: Could you show me the T-shirt on the model?

可以讓我看看在這個模特兒身上的T恤嗎?

B: Here you are. We have three different colors: white, blue and gray.

在這裡, 我們有三種顏色: 白色、藍色和灰色

A: What's the price?

多少錢?

B: \$15

15 元

A: Can you make it any cheaper?

可以賣便宜一點嗎?

B: It's cheap.

已經很便宜了

A: I'll take it if you give me a discount.

如果你算便宜一點我就買

B: What price range do you have in mind?

你想要多少錢?

A: \$10

10 元

B: I am afraid it's too low. What's about \$12? That's the best I can do.

不好意思這樣太低了，12 元如何?這是我最低能給你的價錢

A: Ok. I'll take the blue one.

好吧，我買藍色的

額外補充：

1. The price is reasonable. 價格很合理
2. Register 登記 (到現場排)