

英语砍价五个小偏方 从五十英镑到五英镑 PDF转换可能丢失  
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[https://www.100test.com/kao\\_ti2020/646/2021\\_2022\\_\\_E8\\_8B\\_B1\\_E8\\_AF\\_AD\\_E7\\_A0\\_8D\\_E4\\_c96\\_646679.htm](https://www.100test.com/kao_ti2020/646/2021_2022__E8_8B_B1_E8_AF_AD_E7_A0_8D_E4_c96_646679.htm) 有木有羡慕过新概念三 Five Pounds Too Dear 里面的主人公把一只钢笔从50英镑一口气砍到5英镑的本事？？下面就来教教你砍价的几个小偏方~

1. Stop caring what people think of you。 Many people hesitate to haggle because they don ' t want to seem cheap. But are you really willing to pay top dollar just so you can preserve the esteem of total strangers? You ' re only meeting them this once, and you ' ll probably never meet them again. Even if you ' re shopping with people you know, they might raise an eyebrow when you start haggling, but they ' ll sure be jealous when you get a better price than they did! 别在乎别人的眼光 很多人在砍价上犹豫是因为不想让别人看低自己。但是你真的愿意为了在陌生人面前保持所谓“尊严”而多花银子吗？何况那些卖家你以后再也不会碰到。即便是跟认识的人一起购物，你开始砍价的时候他们也许会挑一下眉毛，但如果你能拿到比他们更好的价格，就只有被羡慕的份儿啦。
2. Bring cash。 A lot of times, offering cash upfront will entice a retailer to meet your price. Split your cash in increments so that you can show the seller the money you ' re offering without them seeing how much more money you have sitting in your wallet。 带够钱 很多时候，预付现金可能让卖家更愿意接受你的价格。当然要把钱分开放，不要让卖家看到你包里还有更多的钱。
3. Show hesitation about buying the product。 Even if it ' s the perfect item, the moment the seller sees

that wistful look in your eyes, they ' ll know they ' ve got the upper hand. Appear interested, as if you ' re willing to buy the product if the price is right, but you can certainly live without it as well。 犹豫不决 即使商品再完美，一旦让卖家看到你饥渴的眼神，你就输了一半了。表示出一定的兴趣：如果价格合适你会买，但是不买也无所谓。

4. Pretend to consult with a reluctant partner. When the seller makes an offer that is almost what you want, look distressed and say "Oh, okay. Well, let me ask my husband/wife/mother/father. I ' ve been dying to get one of these for months now, but they keep saying it ' s too expensive." If you have a cell phone, pull it out and call your partner in crime, or even fake the call if you have to: "Yes, but it ' s what I ' ve been looking for...I don ' t know...OK...Yes, fine..." End your call, turn to the seller, and say "I can buy it for..." giving a price that is slightly below what they ' ve offered。 假装询问一个不情愿的伙伴 当卖家的出价接近你的心理价位时，做出为难的样子说：“好吧，不过我得问问我老公/老婆/妈妈/爸爸。因为虽然我已经想买这个很久了，但是他们总说太贵了。”如果你有手机，打给你的伙伴，或者干脆假装打电话：“是的，可是我想要它很久了……我不知道呀，好吧，嗯……”挂掉电话，对卖家说：“如果是XX元，我就买。”当然，这里的XX元要比卖家刚才给出的价格低。

5. Keep the conversation going. Besides smiling a lot, it is important to keep the conversation going while actively pursuing your desired price. Keeping talking makes the seller feel more at ease and makes him/her confident that you are sincere with your offer. Don ' t ever go quiet, this makes the seller believe you have lost

interest and he will no longer tend to your requests。保持谈话除了多微笑，保持谈话不间断在砍价的过程中也很重要。不停的说话让卖家感到轻松愉悦，并且相信你给出的价格是认真的。千万别沉默，否则卖家会觉得你没兴趣了，他们也就不想再考虑你的出了。相关推荐：[英语实用文章：用英语精于打招呼](#) [口语词汇如何“巧”起来](#) [教你用英语表达新生校园常问问题](#) 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)