



Unit

4

**Purchasing
and a selling**



หัวข้อเรื่อง(Topics)

1. Vocabulary

2. Listening and Speaking Dialogs

3. Reading Passages

4. Grammar Focus

5. Worksheets



Vocabulary

Read the following vocabularies.

Vocabulary	Meaning
Produce	ผลิต
Product	สินค้า
Production	การผลิต
Look for	ค้นหา
Souvenir	ของที่ระลึก
Abroad	ต่างประเทศ
Bargain	ต่อรองราคา
Delivery free	ขนส่งฟรี
Delivery services	บริการขนส่ง

Vocabulary	Meaning
Brand	ยี่ห้อ
Consumer	ผู้บริโภค
Include	รวมทั้ง
Company	บริษัท
Operate	ใช้งาน
Continent	ทวีป
Employee	ลูกจ้าง
Service	การบริการ
Provide	จัดให้
Biotechnological	เกี่ยวกับเทคโนโลยีชีวภาพ
Pharmaceutical	เกี่ยวกับเภสัชกรรม
Medicine	ยารักษาโรค
Industry	อุตสาหกรรม
Course	หลักสูตร

Vocabulary	Meaning
Lesson	บทเรียน
Export	นำออก
Logistics centre	ศูนย์กลางขนถ่ายสินค้า
Develop	พัฒนา
Competition	การแข่งขัน
Healthy	ซึ่งดีต่อสุขภาพ
Customer	ลูกค้า
Washing machine	เครื่องซักผ้า
Economy	ประหยัด
Quality	คุณภาพ
Important	สำคัญ
Decision	การตัดสินใจ

Vocabulary	Meaning
Purchase	การซื้อ
Destination	จุดหมายปลายทาง
Location	ที่ตั้ง
Transportation	การขนส่ง
Consumer	ผู้บริโภค
Supplier	ผู้เสนอขาย
Employ	จ้างงาน



Listening and Speaking

Listen and talk to your partner. (Dialog 1 to 3)

Dialog 1

Bargaining



Listening and Speaking 1

Souvenir Seller : Good morning, sir.

Customer : I'm looking for a souvenir.

Souvenir Seller : How about this one?

Customer : Good, what is it used for?

Souvenir Seller : It is used for keeping keys

Customer : Wow! How much is it?

Souvenir Seller : Eighty baht.

Customer : Can you give me a sixty baht discount?

Souvenir Seller : That's too low. I can give you seventy baht.

Customer : OK. I'll take a dozen.



Dialog 2

Talking about the price

A : What are you looking for?

B : I need a sweater but first I need a new T-shirt.

A : OK. What about these two? Which one do you prefer?

B : Which one is more expensive?

A : The white one.

B : How much is it?

A : It is 75 pounds.

B : Err. What about the green one?

A : It's 50 pounds.

B : I think the white one is better than the green one.

A : Yes, but the green one is cheaper.

B : I'm not surprised.



Dialog 3

Describing products

Paul : Good morning, Mr. Jack, have a spat.

Jack : Thank you. I'm here to show you our latest product.

It's a kind of handbag. Here is a sample.

Paul : That's wonderful. What is it made of?

Jack : It is made of Thai silk.

Paul : I'm very interested in ordering it. Could you please show

me a catalogue of the various colors and designs?

Jack : Sure. Here you are.



Listening and Speaking 2

Reading

Read the following passages. (Passage A to E)

Passage A:

Spectrum Brands

Spectrum Brands is a global consumer products company. It produces batteries, lighting, and grooming products. It has a number of world class brands, including Rayovac, Varta, and Remington. Spectrum Brands operates on six continents. There are 10,000 employees. The products are sold around 120 countries.



Passage B:

Tools for better shopping

Spectrum Brands

Smartphone users can go into a store, find an item they like, compare prices, read reviews, and make better decisions about their purchase. Many people find a better price online, want to see, touch an item before they buy and pay a lower price, too.

But you don't have to be a Facebook, Twitter member and use smartphone to find a bargain. Websites like Shopzilla compare prices, give reviews, and find store near you the best bargain. Google goes all these things but also you items directly through its site.

Passage C:



Bangkok's Chatuchak Weekend Market



Bangkok's Chatuchak Weekend Market is a popular place in Thailand. You can find plants, flowers, music, jewelry, clothes, food, and even animals.

The market is a great place to find bargains because prices are generally low every Saturday and Sunday. Many vendors don't take credit cards. Visitors walk in circles, even with a map. The way to the market is very easy. It only takes five minutes walk from Mo Chit station on Bangkok's Skytrain.



Passage D:

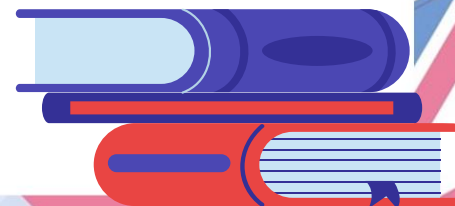
Farmers' Market



The Farmers' Market is near my home.

It opens every Saturday from 9:00 a.m. to 4:00 p.m. You can buy the best fruit and vegetables there. A good time to visit is late in the afternoon.

You don't bargain at this market, but sometimes vendors lower their prices at the end of the day.



Passage E:

Why do most businesses choose Dubai?

Location

Dubai is at the centre of the Middle East. The city is a perfect meeting place for the markets of Europe, Asia, and Africa. There are over 65 airlines to 100 destinations worldwide from our international airport.

Transport

Dubai is the perfect location for a regional office and has conference and exhibition centers. There are some excellent services (banks, law firms, advertising agencies) and hotels at every price.

Transport

Many cosmopolitan cities, have no problems with transport in Dubai. Take a taxi or use a public transport. There's a bus every 20 minutes on most bus routes.



Grammar Focus

Present Simple

Subject (ประธานพหูพจน์) + Verb (กริยาช่องที่ 1)

Subject (ประธานเอกพจน์) + Verb (กริยาช่องที่ 1 เติม s, es)

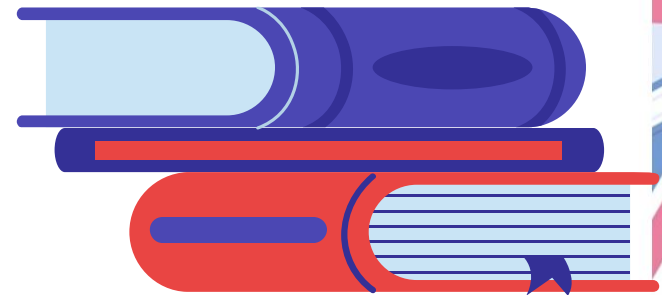
เช่น

A logistics centre provides transport and delivery services.

We produce the electronics components.

Question Words + do + subject + verb?

does + subject + verb?



What (อะไร)	ใช้ถามเกี่ยวกับสัตว์ สิ่งของทั่วไปหรือคนก็ได้ ใช้ถามถึงบุคคลจะหมายถึงอาชีพ สถานภาพหรือเชื้อชาติ
When (เมื่อไร)	ใช้ถามถึงเวลา
Where (ที่ไหน)	ใช้ถามถึงสถานที่
Who (ใคร)	ใช้กับคนและใช้เป็นประธาน
Whom (ใคร)	ใช้ถามถึงคนที่ทำหน้าที่เป็นกรรม
Whose (ของใคร)	ใช้กับคนเท่านั้นเพื่อถามถึงเจ้าของ

เช่น

Where do you work?
 What does she do?
 Where do you go shopping on weekend?
 Who do you like in your office?
 Which car do you like the best?

