



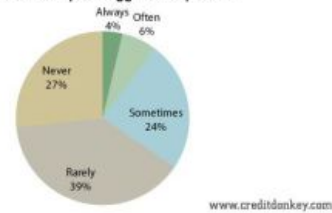
# Home

## A Web-Based Module:

### Hagglng A Cultural Phenomenon

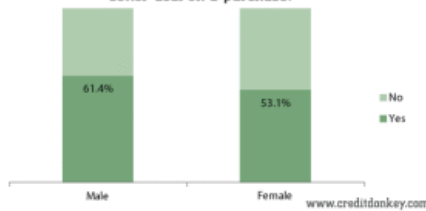
Hagglng (or bargaining) is a type of negotiation in which the buyer and seller of a good or service debate the price and exact nature of a transaction. If both parties come to terms on an agreement, a transaction takes place. This process is an alternative pricing strategy to fixed prices. If it costs the seller nothing to engage and allow bargaining, he/she can foretell the buyer's willingness to spend.

How often do you haggle over prices?



Many cultures all around the world use the hagglng system to negotiate prices. In regions such as North America and Europe, the art of hagglng is restricted to expensive or one-of-a-kind items and informal setting such as flea markets and garage sales. One-of-a-kind items include automobiles, jewelry, art, real estate, and trades sales of businesses. In other regions of the world, hagglng may be the norm, even for small commercial transactions.

Have you been successful at hagglng for a better deal on a purchase?



According to Samantha Sood (2010), locals in Asia haggle for goods and services everywhere from markets to hotels. The hagglng system is usually common in societies where resources are scarce and people's day-to-day budgets are not enough to purchase basic necessities. Precy Espiritu states, "In the Philippines it is a way of life and people are skillful in the technique and art of hagglng" (2004). Most Filipinos are farmers in the Philippines. Whether they're selling produce or livestock, their main goal is to make money to support their families and friends. Unlike westerners who value individualism, Filipinos are usually collectivists. They identify with their families, regional affiliations, and peer groups (Shapiro). This type of relationships and sense of community allows hagglng to happen.

About how much do you usually save when you haggle?



Which of the following items have you successfully hagglng on?



According to Fitz Villafuerte, "Stores actually have a price margin for hagglers so if you politely ask, they're more likely to get that discount" (2008). Espiritu goes on to explain that hagglng is becoming a vanishing art due to Western style shopping centers and department stores being built in the major cities. However, in remote rural areas, locals still practice the art of hagglng.

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**Surey**

Hello! Thank you for agreeing to take part in this research study. Before we begin the module, I kindly ask you to answer the following questions. The questions below are questions about your prior experiences with Ilokano, hagglng, and online courses.

\* Required

**1) What is your ethnicity?\***

**2) Age: \***

- 18-20
- 21-25
- 26-30
- 31 and up

**3) Gender\***

- Female
- Male

**4) Have you ever taken an Ilokano course?\***

- Yes
- No

**If you answered yes to question #4, what courses have you taken and completed?\***

Select all that apply.

- ILO 101
- ILO 102
- ILO 201
- ILO 202
- ILO 301
- ILO 302
- ILO 315
- ILO 331
- ILO 401
- ILO 402
- ILO 451
- N/A

**If you answered no to question #4, were you placed in an ILO course?\***

Took the placement exam.

- Yes
- No

**5) Have you ever taken an online course?\***

- Yes
- No

If you answered yes to question #5, how many have you taken?\*

What subjects did you take in these online courses?\*

6) Have you ever taken an online language/culture course?\*

- Yes
- No

If you answered yes to question #6, for what language/culture?\*

7) Do you practice the art of haggling?\*

- Yes
- No

If you answered yes to question #7, where do you haggle?\*

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## Tawar a Tawar

Full Name\*

First Name

Last Name

\* Collecting names, so I know whose pre test submission is whose.

1) Agtawar is a verb that means \_\_\_\_\_. \*

- a) to trade
- b) to buy
- c) to haggle
- d) to sell

2) Aglklako in the nominalized form means \_\_\_\_\_. \*

- a) seller
- b) buying
- c) selling
- d) haggler

3) Gumatgang in the nominalized form means \_\_\_\_\_. \*

- a) seller
- b) buyer
- c) visitor
- d) haggler

4) Suki is a noun that means \_\_\_\_\_. \*

- a) your boss
- b) another employee
- c) direct competition
- d) loyal customer

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**brat**

Below are a set of questions that are meant for you to recall prior experiences with hagglng. Answer the questions to the best of your ability. Answers may be written in english.

\* Required

**What types of societies practice hagglng? Why do you think it exists in some societies and not in others? What kind of economic system allows hagglng? How do people haggle in societies where it is accepted? \***

**How do you feel about hagglng? Are you comfortable with this system? What is the western attitude about it? What is the non-western attitude? \***

**Have you hagglng before? If so, describe your experiences. If not, have you witnessed someone haggle before? Describe what you saw/heard. \***

Submit

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## 1167ms

### Defining key terms used in hagglng

---

#### **Agtawar – to haggle**

Parts of speech – verb

Rootword – tawar

Past tense – nagtawar

*Nagtawar ni Calvin idi gimmatang ti natnateng idiy tiendaan idi kalman.*

Translation: Calvin haggled when he bought vegetables at the market yesterday.

Present tense – agtawtar

*Agtawtar ni Calvin tapno maalana dayta kayatna a gatangen.*

Translation: Calvin is hagglng so he can get what he wants to buy.

Future tense – agtawar

*Agtawar ni Calvin no mapan idiy Swap Meet.*

Translation: Calvin will haggle when he goes to the Swap Meet.

---

#### **Aglaklako – seller**

Parts of speech – psuedo verb; word is actually a noun

Rootword – lako

\*Note: aglaklako can also mean selling, however it just depends how it is used in a sentence.

*Ni AJ ti aglaklako.* – used as a noun

Translation: AJ is the seller.

*Aglaklako ni AJ ti tshirt.* – used as a verb.

Translation: AJ is selling a tshirt.

---

#### **Gumatgatang – buyer**

Parts of speech – psudeo verb; word is actually a noun

Rootword – gatang

*Ni Norman ti gumatgatang.* – used as a noun

Translation: Norman is the buyer.

*Gumatgatang ni Norman ti sticker.* – used as a verb.

Translation: Norman is buying a sticker.

---

#### **Suki – loyal customer**

Parts of speech – noun

Rootword – suki

Maysa a suki ni Kyle ta kankanayon a gummatang ti makan idiay puesto ni Nana Marcia.

Translation: Kyle is a loyal customer because he always buys food from Nana Marcia.

---

### **Bayad – cost**

Parts of speech – noun

Rootword – bayad

*Mano ti bayadna dayta?*

Translation: How much does that cost?

---

### **Ganansia – profit**

Parts of speech – noun

Rootword – ganansia

*Adu ti ganansia-m no ilakom iti daytoy a presio.*

Translation: You'll get a lot of profit if you sell it at this price.

---

[Begin section 2.1: Identifying Characteristics >>](#)

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## Objectives

Haggling is practiced all over the world. One of the places that it is heavily practiced is in the Philippines, specifically in rural areas. It is often done at flea markets and is rarely done at department stores. This is due to the fact that at flea markets the products/merchandise are home grown, handmade, or second hand. It is much more difficult to haggle at department stores because everything is set to market price.

Haggling is deemed as a polite argument. There is nothing wrong with haggling and people should not be afraid to do it. Vendors actually have a price margin for hagglers so if you politely ask, then you're more likely to get that discount.

Things to consider prior to going shopping:

1. Set a budget before going and bring only enough cash. This way you are more likely to haggle because you have limited funds.
2. Have a short list of the things you plan to buy and know the prevalent market prices of the items.
3. Decide how much you are willing to spend for each item and remember to stick to them.
4. Dress for bargaining success. Put on a simple outfit and avoid wearing designer clothes, expensive accessories and extravagant jewelries.

---

Objective: Given eight options, the participant will identify all characteristics relevant to haggling.

---

Embedded Question:



## Tawar a Tawar

Select the following characteristics that one must consider before going out on a haggling spree (May choose more than one): \*

- a) Have a list of items that you are going to purchase.
- b) Set a budget.
- c) Don't be afraid; Show confidence.
- d) Don't wear designer clothing.
- e) Stick to a game plan.
- f) Know the market price.
- g) Haggle at department stores.
- h) Haggle at flea markets.

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[Begin section 2.2: Identifying Relationships >>](#)

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## 2 Tips

There are two key players when it comes to haggling, the *aglaklako* and the *gumatatang*. The term *aglaklako* (in its nominalized form) means *the seller* and *gumatatang* (in its nominalized form) means *the buyer*.

The buyer can also be known as a *suki*. In order for someone to be considered a *suki*, he/she must have a good relationship with the seller. A *suki* is a loyal customer. Having this status will garner you some cheap deals and favors. There are a few ways to become a *suki* of a vendor:

1. If you are related to the vendor, a family member. Filipinos are known to be family oriented and always look out for one another, so relatives gain instant *suki* status.
2. If you are a friend of the seller. Almost like family, but not quite, a friendship with the vendor will give you almost the same perks as a family member would.
3. Continuously shop at the vendor's store. By doing this you are showing the vendor that you are very loyal to him/her and their store. This will change your status from ordinary customer to a friend and will garner you some good deals.

Terms of respect:

When addressing someone in conversation (or in general), there are a few terms you must remember. Here are just a few that you could use: Apo (any elder, used for both genders), Manang (older female), Manong (older male), Nana (grandma), Tata (grandpa), and Ading (younger than you, used for both genders) are all terms of respect when addressing someone.

---

Objective: Given five choices, the participant will identify which option best fits the scenario in terms of who's who.

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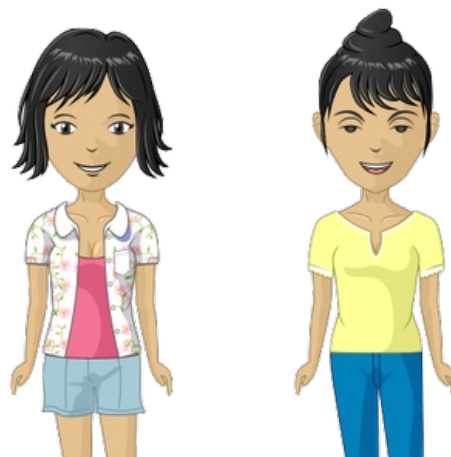
Scenario:

Agbirbirok ni Clara ti balut. Napan idia ti tiendaan ta kankanyon nga aglaklakoda ti balut idia. Ti puesto ti napananna ket ti puesto ni Nana Perlita.

Dialogue:

Clara: Kumusta Nana Perlita?

Perlita: Kastoy latta adingko, agtrabtrabaho a kankanyon. Ket sika,



kumusta? Kumusta met ni nanangmo?

Clara

Perlita

Clara: Naimbagak ken mayat met ni nanangko, nana.

Perlita: That's good; Ket ania ti maitulongko kenka ita?

Clara: Agbirbirokak ti balut; adda kadi lakom a balut?

Perlita: Adda, ading.

Clara: Sagmamano?

Perlita: Sagtrententa a pesos.

Clara: Apo nagninang, nana! Mabalina nga itedmo ti sagbabainte?

Perlita: Saan a mabalina, adingko. Ilakok ti sagbabainte singko para kenkan.

Clara: Ala man, ngarud. Mangalaak ti dua.



balut (unhatched  
duck egg)

---

Embedded Question:



## Tawar a Tawar

In the scenario above, Clara is \_\_\_\_\_. (select all that apply) \*

- a) the seller
- b) the buyer
- c) an ading
- d) a nana
- e) a suki

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[Begin section 2.3: Identifying Prices >>](#)

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Before we begin going over prices, let's do a quick review on numbers. You can state the numbers in either Ilokano or Spanish. Both are allowed and acceptable in the Philippines.

| ilokano   | english | ilokano             | english | notes:  |
|-----------|---------|---------------------|---------|---|
| maysa     | 1       | sangapulo ket maysa | 11      | sangapulo ket<br>(input ilokano<br>equivalent of 1-9)<br>for 11-19.<br><br>dua pulo ket<br>(input ilokano<br>equivalent of 1-9)<br>for 21-29.<br>etc. |
| dua       | 2       | dua pulo            | 20      |   |
| tallo     | 3       | tallo pulo          | 30      |   |
| uppat     | 4       | uppat a pulo        | 40      |   |
| lima      | 5       | lima pulo           | 50      |   |
| innem     | 6       | innem a pulo        | 60      |   |
| pito      | 7       | pito pulo           | 70      |   |
| walo      | 8       | walo pulo           | 80      |   |
| siam      | 9       | siam a pulo         | 90      |   |
| sangapulo | 10      | sangagasut          | 100     |   |

| spanish | english | spanish    | english | spanish  | english |
|---------|---------|------------|---------|--|---------|
| uno     | 1       | once       | 11      | trenta   | 30      |
| dos     | 2       | dose       | 12      | kuarenta   | 40      |
| tres    | 3       | trese      | 13      | singkuenta   | 50      |
| kuatro  | 4       | katorse    | 14      | sesenta  | 60      |
| singko  | 5       | kinse      | 15      | setenta  | 70      |
| sais    | 6       | dies sais  | 16      | otsenta  | 80      |
| siete   | 7       | dies siete | 17      | nobenta  | 90      |
| otso    | 8       | diesiotso  | 18      | siento   | 100     |
| nuebe   | 9       | diesinuebe | 19      | notes: if you have 30+ cents you take the whole number + y + number<br>eg: 33 - treinta y tres |         |
| dies    | 10      | bainte     | 20      |  |         |

Other key terms:

Kuarta – Money

Pesos/Pisos – Philippine currency

Doliar – Dollar

Centavos/Sentimos – Cents

Binting – 25 cents

Salapi – 50 cents

Nikel – 5 cents  
Piseta – 20 cents  
Siping – 1 cent  
Libra – pounds  
Mano – How much?  
Sagmamano – How much each?

Stating prices:

**Formula –**

if  $n_2$  is a whole number, end it there:

**$n_1 + a \text{ doliar} + \text{ken} + n_2$**

*\$1.50 – Maysa a doliar ken singkuenta (or salapi)*

*\$5.00 – Lima a doliar*

*\$8.40 – Walo a doliar ken kuarenta*

*\$30.20 – Trenta a doliar ken bainte (or piseta)*

if  $n_2$  is not a whole number, add ‘y’ then add  $n_3$  and finally add ‘a sentimos/cenavos’

**$n_1 + a \text{ doliar} + \text{ken} + n_2 + y + n_3 + a \text{ sentimos/cenavos}$**

*\$1.58 – Maysa a doliar ken singkuenta y otso a sentimos (or centavos)*

*\$3.84 – Tallo a doliar ken ochenta y kuarto a sentimos (or centavos)*

*\$100.69 – Sangagasut a doliar ken sesenta y nuebe a sentimos (or centavos)*

---

Objective: Given a list of products, the participant will identify the prices for each item.

---

Embedded Question:



## Tawar a Tawar



Based on the ad above, how much are bananas? (Please write your answer in Ilokano) \*

Submit

[Begin section 2.4: Identifying Change >>](#)

# Tawar a Tawar

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## 2025

Ganansia is one's profits after a sales transaction occurs. The seller usually has a set price to his/her items, however when a buyer comes along and wants to haggle, the seller raises their prices a bit to ensure he/she at least gets some money.

Example: Brian originally purchased a home entertainment system for \$500. After one year, the company that created that home entertainment system created a new model with better quality. Brian decides to sell the system he currently owns. He puts up an ad on Craigslist in attempt to sell the system for \$800. Christian responds to that ad stating he was interested in purchasing the system, however for \$600 instead of \$800. Brian replies back and says he'll sell it for \$700 and that's the final offer. Christian agrees to purchase it for \$700. In the end Brian profited \$200 from the transaction.

Non-example: Clara purchased a dress for \$50. After a month, she still hasn't worn it. One day her friend Michelle came over. While they were hanging out in Clara's room Michelle spots the dress hanging in the closet. Clara asks Michelle if she wants to buy it from her and states that she has never worn it. Michelle is interested and asks Clara how much she was selling it for. Clara tells her \$75. Michelle notices the price tag was still on and sees that it was worth \$50. Michelle tells Clara that she'll buy it from her for \$50. Clara agrees. In the end Clara profited nothing.

---

Objective: Given a haggling scenario, participants will identify how much profit the seller accumulated.

---

Scenario:

Gimmatang ni Stacey ti kabbaro a bisikleta. Nagbayad isuna iti \$100. Kalpasan ti dua a tawen kayatna nga ilakon. Sakbay nga inlakona, napan gimmatang ti kabbaro a ligay a pagsukatanna. Nagbayad isuna ti \$20 para dagiti dua a kabbaro a ligay. Iti maysa nga aldaw, napan ni Stacey idiaiy Swap Meet tapno mailakona dayta bisikleta ken dagiti dadduma a gamgamitna a saanna kayaten.



Idi saan unay a nabayag, adda maysa a babai a napan idiaiy puesto ni Stacey. Ti nagan dayta babai ket Charie. Nakita ni Charie dayta bisikleta ket kayatna a gatangen. Ti presio nga addan iti bisikleta ket \$150. Nagsingir ni Charie ken ni Stacey ket dinamagna no mabalinna a gatangen dayta bisikleta iti \$100. Imbaga ni Stacey ken ni Charie a saan a mabalin ti \$100 ta kasuksukatna dagiti ligligay. Uray no kasdiay, imbaba ni Stacey ti presio ti bisikleta, \$150 to \$140. Nagtawar manen ni Charie. Nagsaludsod no mabalin ti \$120. Ipapilit ni Stacey nga ilakona iti \$140. Nagtawar manen ni Charie. Nagsaludsod no mabilinna gatangen ti bisikleta iti \$130. Nagpanunot ni Stacey ken kinayatna dayta a presio, isu nga inlakona ti bisikleta ken ni Charie.

---

Embedded Question:



## Tawar a Tawar

Based on the scenario above, how much profit did Stacey make? Show your work and write your final answer in Ilokano. \*

Submit

[Begin section 2.6: Identifying Savings >>](#)

# Tawar a Tawar

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Menu

## Barg

Information: The whole purpose of haggling is to purchase items at a lower prices by bargaining and trying not to spend all the money you brought.

Equation: *Selling price – Buying price = Amount saved*

Example: Maria has a \$100. She sees a bag she likes at the swap meet. Maria converses with seller and asks how much the bag is. The seller, Valerie says \$100. With only \$100 in her wallet, Maria asks to purchase the bag for \$75. Valerie declines the offer and says that the price is too low, she lowers the price to \$90. Monica thinks that the price is still high especially since it's a used bag, so she tries one more time to bargain and makes another offer of \$80. After thinking it over, Valerie decides to sell the bag for \$80. In the end Maria saved \$20.

Non-example: Scott and his son, Max, were driving home one day and saw that there was a garage sale going on down the road from where they lived. They decided to go check it out to see if they would find some cool things to purchase. Once they arrived that the garage sale, a scooter caught Max's eye and urged his father to buy it for him. The scooter was in mint condition and was never used. The seller, Sheryl, decided to sell it because one of her kids got it for Christmas, but didn't want it. Max kept begging his father to purchase it.

Scott asks Sheryl how much she was selling the scooter for and she tells him \$60. Scott only has \$60 in his wallet, so he bargains and makes an offer to purchase the item for \$40. Sheryl declines the offer and states that she is not selling it for anything less than \$60 because it is still brand new. Max continued to beg his father to get it for him. In the end, Scott gave in and purchased the scooter for \$60. Max was so excited that he rode it from the garage door to where their car was parked on the street.

---

Objective: Given a haggling scenario, participants will identify how much the buyer saved.

---

Scenario:

Masapul ni Matthew ti gumatang ti uppat a dosena nga itlog. Napan isuna idiy tiangge ni Apo Masa. Tila intugotna a kuarta ket lima a gasot a peses.

Dialogue:

**Matthew:** Apo Masa, sagmmano kadi ti sangadosena nga itlog?

**Apo Masa:** Sangagasot ken bainte a pesos ti sangadosena, anakko.

**Matthew:** Mabalin kadi ti sangagasot lattan ti sangadosena ta mangalaak ti uppat a



Matthew



Apo Masa

dosena?

Apo Masa: Ay, saan a mabalin anakko. No kayatmo ilakok kenka ti sangagasot ken dies a pesos.

Matthew: Ala man ngarud, Apo. Ikkannak ti uppat a dosena.

Apo Masa: Wen la. Agurayka ta innak alaen.

Matthew: Agyamanak la unay, Apo!

Apo Masa: Awan aniamanna, anakko. Agyamanak met kenka!



---

Embedded Question:



## Tawar a Tawar

**Based on the scenario above, how much money did Matthew save? Show your work and write your final answer in Ilokano. \***

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[Begin section 3.1: Determining to haggle vs not to haggle >>](#)

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## 3ibaggsNtbagge

Process of haggling:

1. When you see an item you like, stay calm and politely ask for the price. Showing enthusiasm is not advised.
2. Ask next if that's their best price, do not make a counter-offer yet.
3. After that, maintain a poker face and keep silent as if you're contemplating. The salesperson sometimes breaks the silence with a better offer.
4. If you know a store that offers the item at a lower price, this is the time to mention it. Plainly state the fact and do not suggest that they match or beat the price.
5. Assess if you really want the item, if so then decide at what price you are willing to buy it. This is the point of no return, once you give your counter-offers then it is only ethical that you purchase the item if the seller meets your price.
6. Before giving any counter-offers, always be sure to set it within your budget for the item.
7. There's no harm in making your first counter-offer ridiculously low but be sure to be good natured about it so as not to irritate the seller. Smile and be amiable.
8. Every time the salesperson gives a lower price, haggle with a number that's a little higher than your last counter-offer. You can go somewhere in between the seller's last price and your previous counter-offer but I suggest going lower than the mid-price.
9. Smile and do not harass the seller but continue haggling until he or she is unwilling to budge.
10. If the last offer is within your budget, then acknowledge the acceptance of the offer.
11. If you're planning to buy several items from the store, set the last one aside and move on to haggling to the next thing you want to purchase.
12. Once you have collected everything you intend to purchase, ask the seller for a discount on the total price.
13. Before paying for your items, ask the salesperson for something extra or any item that he or she can give for free. You'll be surprised at the items you can get by simply asking.

---

Objective: Given a set of scenarios, the participant will determine whether the situation would be a good time to haggle or not.

---


Scenario:

Idi napan ni Lissa idiy Swap Meet, adda nakitana a kuentas a naaramid iti puraw a shell. Magustuanna ket kayatna a gatangen. Immasideg ni Lissa iti puesto ni Bel ken nagsaludsod no mano ti bayad ti kuentas. Bainte singko a doliar ti bayadna imbaga ni Bel. Idi naammuanna ti bayad ti kuentas, nagsaludsod ni Lissa a sitatakder nga agpanpanunot, no

isu ti ultimo a bayadnan. Nakita ni Bel nga agpanpanunot ni Lissa ket imbabana ti bayad ti kuentas. Ti kabbaro a bayad ti kuentas ket bainte a doliar.



Embedded Question:



## Tawar a Tawar

**Based on the scenario above, should Lissa pursue to haggle and purchase the item? Why or why not? Explain. \***

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## 32 SchByer

The buyer tries to determine what the fair price is, testing it by telling the seller what s/he thinks the merchandise is worth. In many instances, the buyer tries to bring the price down because s/he has only so much money. That is why the buyer insists on the lowest price.

The seller, on the other hand, is also testing the buyer to see how high they buyer can go, but usually the seller will deliberately overprice, knowing that the price has to come down.

---

Objective: Given a set of dialogues, the participant will determine whether the phrase is said by the seller or buyer.

---

Determine if the phrase is said by the seller or buyer.

- a) Mano ti bayad ti sangadosena a longganisa?
  - b) Awan tawarnan.
  - c) Adda kadi sabali a klase?
  - d) Mano ti bayad daytoy atado?
  - e) Adda kadi nalaklaka?
  - f) Gumatangak ti pusit.
  - g) Isupotmo man, Nana.
  - h) Mano daytoy?
  - i) Ania ti nagan dayta nga ikan?
  - j) Ultimonan ta awanto ti maganansiak.
  - k) Battit laeng ti maganansiak.
  - l) Ala man ngarud, inayonmo man daytoy.
  - m) Ok, utangekto dagiti dadduma.
  - n) Napresko met laeng dagitoy natnateng, Nana?
  - o) Ay apo! Nagnginan!
  - p) Ala ngarud, alaemon iti dayta imbagam a presion.
- 

Embedded Question:



## Tawar a Tawar

Place your answers in the space below.

Submit

---

[Begin section 3.3: Determining loyal vs normal customer >>](#)

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# Tawar a Tawar

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*A Web-Based Module: Haggling A Cultural Phenomenon*

## 31045 Nalaka

The relationship between vendor and buyer is very important. If you are a loyal customer, you will most likely always get a discount. Furthermore, there are some cases/situations when the vendor will allow the buyer to do utang (I owe you) where the buyer can pay back the vendor at a later time if he/she does not have the necessary funds to pay at the moment.

Example: Martha has been shopping at Stacey's shop for 5 years. Martha is a single parent with three kids and is literally living paycheck to paycheck. Once in awhile, she doesn't have the necessary funds to purchase food for her kids. Having known Stacey for 5 years, they have a great relationship. Stacey understands Martha's situation and is always willing to help her out. She allows Martha to gather whatever she needs and lists the items down and their prices on a sheet of paper. Martha has to pay back Stacey what she owes when she is able to.

Non-example: Eric moves to a new town. He goes into the local gas station's mini mart to purchase some snacks. He picks up a couple bags of chips, a bottle of soda, and two candy bars. At the checkout stand, he realizes that he doesn't have enough cash in his wallet. He asks the person at the register if he could do an "I owe you" and pay for the candy bars at a later time. Michael, the seller, doesn't accept the offer and advises Eric to leave the candy behind.

Sometimes there is a deliberate attempt to take advantage of a buyer who is not native to the place because there is not a fixed price to a commodity. It usually depends on the transaction. In some cases the buyer displays a characteristic of being *nakirmet*, a cheapskate, which sometimes elicits an insult from the seller. It is not uncommon to hear an irate seller say to a buyer who keeps on haggling: "Why don't you just eat your money?"

The Filipino suki system has developed to minimize this kind of haggling. The buyer just feels more confident that the suki or regular customer will not cheat him or her. S/He would rather go to the suki than to someone else, because s/he knows s/he can get a better price.

---

Objective: Given a scenario, the participant will determine if the customer is a loyal customer or a normal customer.

---

Scenario:

Kayat ni Pearl ti mangan ti pinakbet. Adda amamin nga ingredients a masapolna, ngem awan ti kamatis. Isu a napan ni Pearl idia ti tiendaan. Napan ni Pearl iti puesto ni Manang Irma ta kankanayon a nalaka ti lakona.

Pearl

Irma

Dialogue:

Pearl: [Hi Manang Irma! Nabayag a ditayo nagkikitan. Kumusta?](#)



Irma: Wen ngarud, nabayagen a saantayo a nagkikitan. Mayat ti biagko. Ket sika, kumusta? Kumusta met dagiti dadakkelmo?

Pearl: Mayatak met, ngem busyak a kankanayon. Mayat met da nanang ken tatangko. Agay-aywan pay laeng ni nanangko ken agyard-yardwork pay laeng ni tatangko.

Irma: Apo, nagmayaten, adingko. Ket ania ti matulong kenka itatta?

Pearl: Aglutoak koma ti pinakbet, ngem

awan met kamatisko.

Irma: Nagimassen! Adda lakok a kamatis. Addada idia lamisan.



Pearl: Sagmamanoda manang?

Irma: Saglilima a pesos, adingko.

Pearl: Ania! Lima a pesos ti maysa?

Irma: Lima a pesos daytoy supot.

Pearl: Nagnginan, manang! Battit ken dudduduada laeng ti nagyanna. Mabalin a ilaklakam?

Irma: Ay, saan a mabalin adingko. Ulitimona daytan. Nangina itatta ta daydiay baguio. Nagtutudo ket naperdi dagiti natnateng idia talon.



Pearl: Ay kasta. Ket, mabalin nga inayonmo daytoy bukel a bawang?

Irma: Ala wen la, inka agpili ti maysa a bukel a bawang nga inayonmo kadagiti dua a kamatis.

Pearl: Agyamanak manang!

Irma: Awan aniamanna adingko!

---

Embedded Question:



## Tawar a Tawar

**Based on the scenario above, is Pearl a loyal customer? What are some clues?**

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[Begin section 3.4: Determining Cheap vs Expensive >>](#)

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## 3Steps

Comparing items based on prices. Use the following vocabulary words to help you construct your sentences when comparing prices.

Vocabulary:

Nalaka – Cheap – Root word: Laka

Nangina – Expensive – Root word: Ngina

Agpada – Same – Root word: Pada

Grammar: To intensify the vocabulary (to have it mean ‘...is more’) you reduplicate the first 3 letters (also known as CVC [consonant vowel consonant] from the root word. \*\*\*Note: ‘Ng’ is considered a consonant\*\*\*

Na + CVC + root word

Na + NGIN + ngina

Na + LAK + laka

Nanginngina ti \_\_\_\_ ngem ti \_\_\_\_\_. (\_\_\_\_\_ is more expensive than \_\_\_\_\_)

Nalaklaka ti \_\_\_\_ ngem ti \_\_\_\_\_. (\_\_\_\_\_ is more cheaper than \_\_\_\_\_)

Agpada ti presio ti \_\_\_\_ ken \_\_\_\_\_. (\_\_\_\_\_ and \_\_\_\_\_ are the same price)

---

Objective: Given two sets of products, the participant will determine if the product is either cheap or expensive.

---

Embedded Question:



## Tawar a Tawar



Based on the ad above, compare the prices: a) apples and pears; b) tomatoes to bell peppers; c) persimmons to oranges (Please answer in ilokano) \*

Submit

[Begin section 3.5: Determining Profits vs Savings >>](#)

# Tawar a Tawar

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## 3Bfbsang

At the end of the day, the seller wants to make profits and the buyer wants to save money. Taking what you have learned from the profits and savings section of this module and use that knowledge to help you answer the following question below.

Objective: Given a scenario, the participant will determine all profits and savings gained.

Scenario:

Napan ni Trina idiay tiendaan ta masapulna ti gumatang dagiti ilutona para iti padaya nga i-hostna intunno rabii. Inlistana amin ti masapulna iti bassit a papel. Ti mapanna gatangen ket: ikan, pusit, ken kappo.

Dialogue:

Trina: Hi, Nana Lita!

Lita: Hello, anak. Ania ti maitulongko kaniam ita?

Trina: Agpadayaak intunno rabii para dagiti gagayyemko ket aglutoak ti seafood kano.

Lita: Apo, nagsayaaten! Nagasatka ita, kadeldeliver ni Tito Joe dagitoy ket napresko.

Trina: Nagmayaten! Adda kadi bangus, Nana?

Lita: Wen adda adingko. Mano kadi ti masapulmo?



*bangus (milkfish)*

Trina: Depende, manoda kadi?

Lita: P190 kada kilo, anak.

Trina: Mabaln nga itedmo iti P150 laengen?

Lita: Saan a mabilin, anak. Nasadiwa dagitoy. No kayatmo, ilakok kenka iti P170?

Trina: Ala ngarud, mangalaak iti maysa a kilo.

Lita: Ania pay kadi ti masapulmo?

Trina: Masapuloko pay ti pusit? Adda?

Lita: Adda. P110 kada kilo.

Trina: Apo unay metten, nagnginan! No ilakom iti P90 kada kilo, mangalak ti dua a kilo.



*Trina*



*Lita*



*pusit (squid)*

Lita: Ok, itedko kenka dayta a presio. Ania pay ti kayatmo a gatangen?

Trina: Masapulko pay ti kappo.



*kappo (clams)*

Lita: P90 kada supot.

Trina: Nagadun, diak masapul amin dayta. Mabaln nga alaek ti kaguduana laeng?

Lita: Wen mablin, anak.

Trina: Ok, mangalaak ti kagudua ngarud.

Lita: Adda pay ti gatangem?

Trina: Awanen.

---

Embedded Question:



## Tawar a Tawar

Based on the scenario above, how much did Trina save? Please show your work and write your answer in Ilokano \*

Submit

[Begin section 4.1: Participants will analyze >>](#)

# Tawar a Tawar

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## 4Bapatwaje

Congratulations! You are almost done! Take everything that you have learned from this module and use it to help you with the final scenario.

**Objective:** Given scenarios, the participant will analyze whether the situation was a successful or unsuccessful haggling exchange. Furthermore, the participant will also identify who the seller and buyer were, determine how much the buyer spent and his/her change, and determine if the seller made a profit or not.

Scenario:

Napan ni Trinidad idia y kanatengan. Adu dagiti presko a natnateng. Masapulna ti rekado ti lutuenna a bihon. Napan iti ayan ti sukina a ni Baket Conching.



“Nana Conching, gumatangak man ti maysa a kilo ti repolio, kagudua a kilo ti kerots ken seleri.”

Kinilona ida. Singkuenta ti maysa kilo ti repolio ken kerots ken kuarenta ti maysa a kilo ti seleri. Insupot ni Nana Conching dagiti ginatangna.

“Agyamanak, Nana.”

Idi kuan, mabisinen ta nabayag metten nga aglikaw-likaw iti uneg ti tiendaan. Adda nalabsanna nga aglaklako iti bananacue ken kaskaron.

“Barok, mano ti maysa a tudok a banacue?”

“Dies pesos, Manang.”

“Di la mabalín nga itedmo iti disisiete ta mangalaak iti dua.”

“Saan a mabalín, Manang.”

“Ket daytoy tudok a kaskaron, mano ti maysa?”

“Kinse, Manang.”

“Mabalín nga itedmo iti dosen ta mangalaak ti dua.”

“Saan a mabalín, Manang.”

Nangina unay, isu a saan a gimmatang ni Trinidad. Intuloyna ti naglawlaw idia y tiendaan. Adu dagiti aglako ti naluom a mangga ta tiempna ita. Inasitganna ti maysa nga aglaklako.





“Tata, mano ti maysa a kilo?”

“Siento trenta, balasangko.”

“Nasam-it met la dagitoy? Saanda met la a napilpilit a naluom?”

“Ay saan. Ramanam no kayatmo.”

“Siento bainte lattan.”

“Mangalaak man ngarud ti dua kilo. Ket nayunanyo met ti dua a bukelen, a.”

Napan met idia paglakuan dagiti bukukel.

“Gumatangak man la ti maysa a gantilia ‘tay balatong. Mano ti maysa a gantilia?”

“Bainte, anakko.”

“Ikkannak man ngarud iti maysa a gantilia, Nana. Mano met ti maysa a gantilia ti bukkel ti utongyo?”



“Bainte singko.”

“Di pay la bainte ta mangalaak ti sangasalup.”

“Saan a mabalin, Nakkong. Bainte-dos lattan, ultimonan.”

“Ala, ikkannak ngarud iti maysa a salup. Ken doblienyo dayta supotna baka mabutbutan.”

Mabisin unayen ni Trinidad isu a nagawiden ta napanna lutuen daydiay bihon.

---

Embedded Question:



## Tawar a Tawar

**Based on the scenario and dialogue above, list the items Trinidad bought and their prices. State how much she saved for each item. What were the items she didn't end up buying? In the end, how much did she spend? \***

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# Tawar a Tawar

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## Tawar a Tawar

Full Name\*

First Name

Last Name

\* Collecting names, so I know whose post test submission is whose.

1) Agtawar is a verb that means \_\_\_\_\_. \*

- a) to trade
- b) to buy
- c) to haggle
- d) to sell

2) Aglaktako in the nominalized form means \_\_\_\_\_. \*

- a) seller
- b) buying
- c) selling
- d) haggler

3) Gumatatang in the nominalized form means \_\_\_\_\_. \*

- a) seller
- b) buyer
- c) visitor
- d) haggler

4) Suki is a noun that means \_\_\_\_\_. \*

- a) your boss
- b) another employee
- c) direct competition
- d) loyal customer

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# Tawar a Tawar

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Thank you for taking part in this research study. Before you go, below is one last survey that you need to complete. It's a post module survey. Questions will pertain to your experience with the module you just completed. Your answers and feedback will be used to improve the module.

\* Required

1) What were some pros to your online learning experience?\*

2) What were some cons to your online learning experience?\*

3) From a scale of 1 to 5, was the content hard to understand?\*

1 2 3 4 5  
easy      difficult

4) From a scale of 1 to 5, were the images helpful in understanding the content?\*

1 2 3 4 5  
not helpful      very helpful

5) From a scale of 1 to 5, were the videos helpful in understanding the content?\*

1 2 3 4 5  
not helpful      very helpful

Place a checkmark in the appropriate boxes \*

|                  | Really Dislike        | Dislike               | Neutral               | Like                  | Really Like           |
|------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 6) Color         | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| 7) Text Format   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| 8) Visual Format | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

9) Explain your answer selection to #6 regarding the color of the module?\*

10) Explain your answer selection to #7 regarding the text format of the module?

11) Explain your answer selection to #8 regarding the visual format of the module?

12) Please provide additional comments about the module.\*

Any suggestions for improvement? Would you like to see similar modules for other lessons? Etc.

Submit



100%: You made it.

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Do you have any questions or comments? Use the form below to share your thoughts.

\* Required

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