**Shopping**

**Lesson Plan 4 – Bargaining strategies**

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| **Lesson 4** | **Plan** |
| **Learning objectives** | 1. Revising spot the difference & knowing more about Maori & Taiwanese aboriginal people 2. Gaining understanding of bargaining strategies in China 3. Being able to pronounce formulaic expressions in increasing confidence |
| **Activities**  **15 min**  **15 min**  **15 min** | 1. Introduce the lesson & LO 2. Comparing differences between Maori people & Taiwanese aboriginal people  * Slides 2-3: Do now & teacher guided discussion * Slide 4: Explain ancestors of Maori did island hopping from Taiwan to NZ  1. Slides 5-8: Bargaining strategies    * YouTube video  * Answer the questions while watching the video. * Go through the answers with students.  1. Common shopping phrases in Chinese & Competition  * Slide 9: Give students a copy of the “Common phrases for shopping” (PDF) * Slides 10-26: Competition   Homework: Education Perfect / Quizlet |
| **Resources** | 1. PPT 2. Quizlet (see PPT) 3. “Common phrases for shopping” (Word) |