

Chapter 1 : The Art Of Bargaining | The World of Chinese

The original prices listed were chosen based on the high art of haggling. If a seller has purchased a large quantity of products for \$1 each, they will probably inflate the price by at least double to \$2 a piece or more.

Behavioral theory[edit] The personality theory in bargaining emphasizes that the type of personalities determine the bargaining process and its outcome. A popular behavioral theory deals with a distinction between hard-liners and soft-liners. Various research papers refer to hard-liners as warriors, while soft-liners are shopkeepers. It varies from region to region. Bargaining may take place more in rural and semi-urban areas than in a metro city. Each player prefers to reach an agreement in these games, rather than abstain from doing so. However, each prefers that the agreement favour their interests. Examples of such situations include the bargaining involved in a labour union and the directors of a company negotiating wage increases, the dispute between two communities about the distribution of a common territory, or the conditions under which two countries agree on nuclear disarmament. Analyzing these kinds of problems looks for a solution that specifies which component in dispute corresponds to each party involved. Players in a bargaining problem can bargain for the objective as a whole at a precise moment in time. The problem can also be divided so that parts of the whole objective become subject to bargaining during different stages. In a classical bargaining problem the result is an agreement reached between all interested parties, or the status quo of the problem. It is clear that studying how individual parties make their decisions is insufficient for predicting what agreement will be reached. However, classical bargaining theory assumes that each participant in a bargaining process will choose between possible agreements, following the conduct predicted by the rational choice model. Nash [] defines a classical bargaining problem as being a set of joint allocations of utility, some of which correspond to what the players would obtain if they reach an agreement, and another that represents what they would get if they failed to do so. A bargaining game for two players is defined as a pair F, d where F is the set of possible joint utility allocations possible agreements, and d is the disagreement point. Some of the most frequent axioms used in the building of bargaining solutions are efficiency, symmetry, independence of irrelevant alternatives, scalar invariance, monotonicity, etc. The Nash bargaining solution, however, only deals with the simplest structure of bargaining. It is not dynamic failing to deal with how pareto outcomes are achieved. Instead, for situations where the structure of the bargaining game is important, a more mainstream game theoretic approach is useful. It can also show how the details can matter. Bargaining and posted prices in retail markets[edit] Retailers can choose to sell at posted prices or allow bargaining: When the proportion of haggling consumers goes up, prices tend to rise. Several key features of the processual theory include:

Chapter 2 : Turkey - Part 7 - The Art of Bargaining | ToastedRaisins

In The Art of Bargaining, Richard Ned Lebow draws on his years of experience with the United States government, NATO, and numerous European and American businesses to explain the principles of negotiation - from buying a car to planning business mergers to signing an international treaty.

This post may contain affiliate links. Introduction to Bargaining Coming from a country such as Canada, where a price tag allocates an objects cost right down to the penny, it came as a real shock for me to travel to countries where prices are not only negotiable, but are encouraged to be haggled over. Most North Americans are unfamiliar and uncomfortable with bargaining. In many countries, not haggling is considered very rude and often seen as a sign of economic arrogance. When done properly and in the right circumstances, haggling allows you to interact with the locals, earn respect among the residents, and merits serious street credibility with your travel partners. Negotiating a successful deal often requires skill and a bit of patience – two things you must acquire over time. This article will help you develop the right tools to haggle like a pro, for anywhere from North Africa to Asia, Latin America and the Middle East. Street markets, outdoor stalls, small shops and many independently owned marketplaces are havens for hagglers. Many travelers do not realize the amount of money lost by not having the courage to start up a haggling session. When you offer a lower price and the shopkeeper acts as if he or she is personally insulted, this is often a very good indication that they are a good haggler. The original prices listed were chosen based on the high art of haggling. When bargaining, try to make the final purchase fair for both you and the retailer, so you walk away feeling satisfied and they can still make enough money to support their business ventures. Look the Part Dress for the occasion when haggling. If you are serious about scoring good deals, ditch your Rolex watch and designer sneakers for some less flashy clothing. Consider dressing down a bit to avoid projecting wealth through your appearance, otherwise the merchant will see right through you and you can expect to pay for it at the markets. Always keep in mind what the product is worth to you and what the likelihood of its market value is, and start from there. Assess how much you actually desire the item in question. When you first approach the merchant, keep calm, stay cool and maintain your best poker face. Your initial reaction to something you want will definitely encourage the dealer to push for a higher price, knowing how much the item means to you. The Course of Action Once you have decided what you want, and how much you are willing to pay, scrutinize every square inch of the item you want to purchase. This will show the dealer that you are serious about buying and that you know exactly what you are looking for. Also, many of the products at markets are manhandled by hordes of other tourists, packed away every night and unloaded every morning. They are likely to get damaged in the process and you definitely do not want to be the fool arguing over a broken teapot for 45 minutes. If there is a scratch or mark of any kind, be quick to point it out to the merchant. You might feel guilty for haggling lower prices in a less developed country where living standards are not up to the same level as where you come from. Remember that haggling is a process for tourists and non-tourists alike and at the end of the day, these vendors encourage bargaining as a means of business. Keep in mind that sellers will always pretend to be offended at a low offer as a sneaky tactic to raise your bid. Feeling that you may have insulted someone may lead you to pay more as way of peace offering, but always remember that you are never obligated to buy anything, even though you may feel otherwise during some bargaining experiences. There have been numerous times when I was traveling through South East Asia, where I would agree to pay the semi-negotiated price, as long as an extra t-shirt or skirt was thrown in the package. Tell the seller that you would like some extra time to look around, and find something else to supplement your purchase. If there is still no agreement between you and the seller, then start to walk away. If the seller wants to make the sale, they will stop you before you can leave with a better offer. Of course, there is always the chance that the seller will not try to stop you and instead just let you go. Because this is a definite possibility, only allow yourself to walk away if you know that you can live without the item in question. If you return later in the day to the seller and ask for the negotiated price from earlier, you will have certainly lost the upper hand or the seller will refuse to do business with you. Always go with your gut instinct. If you feel like you are getting ripped off, you probably are. If on the other hand, you

have successfully agreed on a price, always try to pay cash. There is no cost for the seller to accept cold hard cash, whereas they must often pay additional bank and processing fees for checks or credit cards. The seller, knowing the exact amount in my wallet was all I had, settled for my price since it was probably far more than the actual goods were worth and otherwise, I would have just walked away. At the end of the day, always go with your gut instinct. If you feel like you are getting ripped off, you probably are and should walk away. But if you feel as if you negotiated a great bargain, then you probably did. As long as some kind of happy medium has been met between yourself and the seller, consider the bargaining experience a successful one and keep note of how to continue with your new winning streak.

Chapter 3 : Bargaining - Wikipedia

The art of bargaining - to bargain or not to bargain? What is bargaining? According to blog.quintoapp.com, bargaining is "an agreement between parties settling what each shall give and take or perform and receive in a transaction" or according to Wikipedia: " bargaining or haggling is a type of negotiation in which the buyer and seller of a

The art of bargaining is to bargain or not to bargain? Bargaining normally happens at the street markets or in local shops where the owners are usually present, and usually when there is no display of prices on the goods. However, sometimes when knowledgeable consumers bargain, it means that the consumers feel that the particular products are over charged or do not reflect the value. There are many reasons why people bargain, is it because they can? It could be out of habit. It could be for their satisfaction of getting a good deal. It could be he is a knowledgeable buyer and knows the value of goods. Sometimes people just bargain for the sake of bargaining or want to save some money. At the same time, produce such as seafood varies from day to day, due to availability of the daily catch by the fishermen. If the stock is low, the prices will be high on that day and vice versa. Thus consumers will be negotiating based on supply and demand to arrive at a fair market value. As Asians, bargaining seems to be part of our DNA. Usually they will reduce the equivalent value of the merchant fee if you were to pay in cash, so it is a win-win transaction for both the vendor and customer. So when is a good time to bargain? If they do, then join in the fun of bargaining. If you are on tour, ask your tour guide for advice. Normally, they will advise you roughly how much margin you can haggle for. Personally, I am not a big fan of bargaining when it comes to shopping, but it is a fact of life. However, I learned from a few experiences while travelling: Otherwise you may well be disappointed with the goods that you thought you had got at a bargain price.

Chapter 4 : How to Master the Art of Bargaining: Hagglng Made Easy – Vagabondish

In The Art of Bargaining, Richard Ned Lebow draws on his years of experience with the United States government, NATO, and numerous European and American businesses to explain the principles of negotiation—from buying a car to planning business mergers to signing an international treaty.

My humiliation lasted until I met Zhang Ayi, a friend my mother brought traveling in Zhejiang Province. Zhang Ayi can walk into any tourist market, anywhere in the world, and always emerges with amazing local crafts and an almost-unscathed wallet. In Zhejiang, her bargaining skills impressed me even more than the misty, willow-flanked Xihu Lake. She used observation, performance, drama, and guts to cut prices. She embarked on long, arduous battles that put patience and energy to the test. Over the next two weeks of holiday, she became my mentor. She taught me everything she knew. Mastering the art takes time and practice. Hagglng over the price of everything: I even found myself trying to get a few kuai off my latte at Starbucks last week. I was horrified when I realized what I was doing. One concern some foreign friends have voiced is that the money means so much more to them, much more than it does to me. Granted, this might be true. First, take advantage of the superstitions of Chinese shop owners, by showing up early in the morning. For such a widely-known rule, this is always the first to be forgotten. Remember to act the part of a disinterested browser. Casually saunter up, keeping it slow and directionless, and indifferently ask for the price. Maybe even through in a slight criticism. How much is it? Really twist your face up at the price. In most cases I tell people It is still way too expensive. So how much you want to pay for it? Ignore them, as you keep looking around, murmuring to yourself or your friend that the shopkeeper is far too greedy for a sincere, honest customer like yourself. You are not being very sincere. Walk to the door, as they continue to ask what your best price is. Offer a sixth of the asking price. Do you really want this one? You must be kidding me. This is such a well-made product. Be warned that this stage of the bargaining process, where the price will inch down its way, may last a while. My friend bought exactly the same thing, for this price. If you receive this reaction, ask for the lowest price he is willing to offer. At this point, usually it will be a more reasonable price. Take another step away from the shop, with your ears perked up. Listen intently, as you win the prize. Okay already, come back and take it. You need to act yours, just as well, by acting contrite. You are so good at bargaining. This is just another chance to practice the craft. And if succeeding efforts also fail, maybe, just maybe, consider lifting your opening price to one fifth of the asking. Learn the lingo, and practice as much as you can. These are the rules Zhang Ayi taught me. She continues to call me, to check in on my bargaining skills, and to berate me for prices paid on recent purchases.

Chapter 5 : The art of bargaining - Rough Guides | Rough Guides

The Art of Bargaining – strategies, tips, and pitfalls When you can & can't bargain: As a rule of thumb, DON'T expect to bargain at any large stores, corporate chains, or department stores – the employees have neither the authority nor incentive to haggle with you.

DO bargain when shopping for any goods clothes, gifts, art, jade, etc if it looks like an independently owned business. Always worth trying to get a lower rate. Depending on their occupancy rate, you can sometimes get discounts even at large, corporate hotel chains by simply asking or committing to several nights. Do you take cash? Others view it as a form of charitable giving. The myth of the rich, clueless Laowai thinking: And with good reason too – the above laowai who willingly pays the first price becomes the stuff of urban myths. I just made your monthly salary in 2 minutes by selling a fake watch to a laowai! A round of pork buns on me! Bargaining is second-nature for them unlike for most Westerners. Then later, you walk away feeling like a haggling stud because you paid Y Seems obvious, but always comparison shop and take mental notes to get a sense of how much things cost. Before starting negotiating, have a mental maximum price in mind. I always laugh when I see foreigners blowing their negotiating positions from the start. That stuffed monkey head would be perfect in my den! I must have it!! So – out of curiosity, how much is this anyway? Hate the game, not the player. Also volume discounts are effective e. Finally, keep it all in perspective. How much of your time and energy are you investing to save a few bucks? How much do you normally spend at home on just food and drinks? And think of how much more those few bucks might mean to the other person and their family. The seller gives you an opening price of Y although unbeknownst to you, his lowest price is Y Three useful words to learn: Be reluctant to state any price and keep working his price down. As soon as you state a price which might be way too high, your only place to go is UP. Again, be wary about being anchored to his first price. You slowly walk away – In other words, without comparison shopping, he has the advantage because he knows his exact lowest price – and is simply working towards YOUR maximum price. Your biggest advantage is TIME. Also, you always have the option of coming back later and deciding to buy. But make sure to keep your counteroffer sufficiently low, otherwise it might be higher than his lowest price and he might accept it! Now you have a baseline price and a better idea of the fair market rate. Then you can use this information to negotiate more intelligently with seller B say, by sticking to your guns at Y If you have the time, repeat this walk-away process with other sellers.

Chapter 6 : The Art of Bargaining

The Art of Bargaining has 4 ratings and 1 review. Bargaining for what we want or need is a part of our everyday lives. But how often do we stop to consid.

Leave a Comment on Week 3: One thing that is truly surprising about this country is that Ghanaians are a fairly young population and they love children. They are funny, get excited very easily, and will always speak the truth even if you do not ask for it! But reproducing and having children is risky, especially in this part of the world. Maternal mortality is an issue in Ghana. Many expecting mothers are expecting at a young age and do not get the prenatal care or treatment that they need to be healthy and produce healthy babies. I always thought all and any African would be against abortion or even speaking about it, but I was surprised to research and study the Ghanaian abortion law. The law was made to protect women against maternal mortality and recognize that external actors may put women at risk. I have never had a class on reproductive health and many of the aspects we spoke about apply to women and men in the United States as well. Taking this course is very eye-opening and shows the diversity in thought and progressiveness of the country. Additionally, this past weekend, I visited Kumasi in the Ashanti region. Kumasi is a slower paced area where the greenery illuminates the city. I immediately fell in love with its rich history and suburban-type of feel. We were informed that the Asante Ashanti people resided in this region and given a brief history lesson. They fought numerous times with European imperialists to preserve their own empire and market. Ashanti people are known for their royalty as well as their gold. Our first stop was a factory called Bonwire where kente is made. I had a chance to see the kente-making process and even try my hand at it. Kente cloth is unique. However, if you want to buy it, you will have to bargain for it. Bonwire Shop The art of bargaining is one that is learned then mastered, a skill not many people have including me. In each shop or market that you go to, a vendor will offer a price for an item. It is up to you to accept the price for the good or offer a lower price. I learned early on that there are obroni prices and obibini prices. Obroni prices are fixed at a higher rate for foreigners. I accepted my defeat but still came away with a beautiful kente strip. Some vendors continue to sell even at the door of your car which can be annoying. The misconception of foreigners having money is frequent and frustrating at times, especially when it is very far from the truth. Shopping and seeing sights around the Ashanti region was phenomenal but my bargaining skills not so much!

Chapter 7 : The Art of Bargaining in China - Internships in China

To end its gridlock, Washington should recall the argument of a Nobel laureate in economics: that the key to successful negotiation is the ability to commit to future action.

The Art of Bargaining in China Posted on May What I want to write today about is the art of bargaining. In my last blog about Shanghai I told you about those huge fake markets and that you can get great stuff for a cheap price. To get a good quality of whatever you want to get to a good price you first need to have an eye for the good quality. But second and most importantly you will need to master the art of bargaining. Of course you can use your bargaining tactics only with independent traders in China. On the one side these independent traders are open to bargaining which is good for you. On the other side they want to use it to their own advantage so you better never believe their first offer. It means that in their mind every foreigner that comes to them to buy something is a rich guy that they will try to get the most money from. So what can you do about that? First you need to get your mindset clear. People who bargain for the first time often feel some form of guilt inside of them. They think they do something wrong. Throw that feeling away and be ruthless and shameless instead. Remember "They will not sell to you unless they are also making profit! Even if you totally fall in love with the shoes or coat you just saw, do not express too much interest and point out to the flaws of the item. If there are no flaws, make some up. If you act and think in this way you have the mental edge and have already won. Basically a lot of those bargaining processes boil down the same things and there are certain patterns you can use: When they tell you the first price you should act shocked. I pretend that I have never heard something so ridiculous before. Sometimes I will just unscrupulously laugh at them. For this you will give them more of the same open mouthed, gasping expressions! After you have regained your pokerface make your first VERY low counter offer. At this point the seller will act just as shocked as you and tell you this is below his buying price. If not, you still have one more ace in the hole "the walkaway! And in the end they go down to your price. You win! and so do they. So go to those markets and learn the art of bargaining. And remember "it is just a game. Would you like to enhance your bargaining skills while doing an internship in Qingdao?

Chapter 8 : China negotiating tips | The Art of Bargaining: strategies, tips & pitfalls

Positional bargaining is a negotiation strategy that involves holding on to a fixed idea, or position, of what you want and arguing for it and it alone, regardless of any underlying interests.

The Art of Bargaining This may sound far-fetched but these guys can be really convincing. One day, after a particularly heavy downpour, we were enjoying a stroll down yet another cobblestone street, admiring the artsy cafes and plump street dogs in the cool afterglow of rain. A well-dressed, handsome man approached me and told me that I had some dirt on my leggings which, in fact, I did. He then stretched out his hand and shook mine warmly and began to ask the routine questions: I answered politely, already sensing that a suit or fur coat would soon appear in the conversation. Instead, the man calmly explained that if we wanted a great tour, he knew the people who worked in a nearby travel agency that could give us a great deal. He persisted and I listened patiently. However, my ears pricked up when he mentioned that we could take a look at how the carpets were made. I thought, imagining a small room where an ornately dressed Turkish woman sits at a spindle and whips up gorgeous carpets in between tea breaks. He had me hooked. We walked into a room with a polished wooden floor that was lined with piles of exquisite carpets. The man sat down on the couch and gestured for us to follow suit. He barked an order at someone who was outside the doorway and started his negotiations. After a few minutes, traditional Turkish tea was brought in for us, lovely little sugar cubes and all. At this point we knew that we had made a mistake. Even though I had made it quite clear that I was not in the market for a carpet, this man wanted to sell us one. And he made it bloody hard to say no. Turkish Lamps in Istanbul Negotiations started with him asking what kind of carpet we like. Turkish Tea Nonetheless, this man must have sensed our reluctance and he tried one final gesture. He asked us to tell him how much we were willing to pay. Even if it was an offensively small sum. We were soon back on the street, having left our tea untouched, wondering what had happened and whether it was us who had wasted his time or the other way around. But all in all it was an interesting experience. Even if we never did get to see how his carpets were made.

Chapter 9 : The Art of Bargaining by Richard Ned Lebow

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