

**LESSON PLAN TEMPLATE for 北京九日游**  
**2011 Virginia STARTALK Chinese Teacher Academy**  
**By Yuk-King Chung (钟玉琼)**

**Topic/Subtheme:** Clothes, colors, and bargaining

**Proficiency Level:** novice

**Grade Level:** Grade 8-12

**Time Frame:** 50 minutes

**Learning Objectives: Students will be able to**

- Pay in cash and determine the exact amount
- Recognize the Chinese dollar sign ¥ and read price tags.
- Tell what they want to buy such as 一件蓝色的衬衫 / T-恤
- Use a certain phrases to bargain for a better price for the clothes you want to purchase.

**Standards:**

- 1.1 Interpersonal: teacher/students (Q & A), partner activities and group discussion
- 1.2 Interpretive: reading price tags
- 1.3 Presentational: Students are asked to tell the class: what clothes they bought, the price per each piece of clothing, and the total amount they paid.
- 2.2 Culture (perspective): Chinese business culture: bargaining is common among buy/sell transactions.
- 3.1 Connection (other discipline): math (money unit and counting)

**Materials:**

1. Realia: Clothes and shoes
2. Fake Chinese dollar (¥) bills
3. Powerpoint;
4. Bargaining dialogues sheet

**Key vocabulary/structures:**

**Review:**

他穿什么?

我穿一件红色的衬衫, 一条蓝色的长裤, 和一双绿色的鞋子。  
多少钱? 我有。。。钱。一共有。。。钱。

**New Vocabulary & Structures:**

便宜 [piányi], 贵 [guì], 对, 大小

你要买什么衣服? 我要买。。。。

“太贵了!” “便宜一点, 好吗?” “五十块钱, 好吗?”

## Procedures:

### Warm up:

1. Start by telling my name and then I ask a student: “这是什么?” Ask the other student: “你喝什么?” (Review: different kinds of drinks)
2. Review clothing & colors vocabulary: Point to the clothes I wear today and ask: “鍾老师今天穿什么?”. While showing PowerPoint slides, I ask “他穿什么?” Students respond by saying “他/她 穿 蓝色 的 T 恤衫.”
3. Activity: Guess who? “他/她穿 \_\_\_\_\_ 吗?”
  - Student picks a classmate and writes this person's name on a sheet of paper. The partner guesses who the target person is by asking:  
“他穿蓝色的 T 恤衫吗?” “他穿红色的裙子吗?”
  - Each student has 5 chances to guess.

### Practice:

1. Show Chinese dollar bills (¥) to present the measure word of money (块) and practice counting money to determine the exact amount.

#### Activity:

Pair Work: Give each pair a stack of money bills. Ask each pair to count the dollar bills and report the total amount to the class.

Dialogue:

Question: 多少钱?

Answer: 我们有 \_\_\_\_\_ 块 (钱) .

2. Show three PowerPoint slides. Each slide has two pictures of clothes with price tags on. Ask students to add the prices together and tell the exact total amount.

#### Activity: Pair work

Project one slide of an online catalog for male clothing including pants, shirts and shoes while the other slide shows female clothing including blouse and shorts.

**Scenario:** You are interested in some clothing items you found from the online catalog. You have ¥300 to buy the clothes you want. Write down a list of clothing you bought and tell your partner what you bought.

Sentence structure:

Question: 你要买什么衣服?

Answer: 我要买一件 \_\_\_\_\_ 色的 \_\_\_\_\_ , 一条 \_\_\_\_\_ 色的 \_\_\_\_\_ , 和一双 \_\_\_\_\_ 色的 \_\_\_\_\_ 。

3. Show students a dress. The price tag shows ¥200. Then show a pair of shorts of ¥32.00. It brings out the concept and the words of “贵” vs. “便宜”.

Class activities:

Teacher picks out a piece of clothing with a price tag on from a bag. Ask the whole class to respond by saying “太贵” or “便宜”.

4. Watch a short video clip (muted) of bargaining in China such as 红桥市场。Before watching the video, Teacher tells students the video took place in a market. Ask students to guess what happened in the video.

Then show PowerPoint slides about the “太贵了!” “便宜一点, 好吗?” “四十五块钱, 好吗?”

Role-Play: A fellow teacher plays as a customer and Teacher plays as a salesperson. They demonstrate a dialogue how a customer bargains with the salesperson

**Task:**

Scenario: After your arrival in Beijing, you need to buy more clothing. You have ¥200 only. You are shopping at the Silk Street (秀水街) in Beijing. You have to try your best to bargain in order to buy as much as you want within the ¥200 budget. At the end of your shopping spree, the customers will present what they bought and how much they spent.

**3. Closure:**

After all students present their shopping experience, the class determines who win the crown of the King/Queen of Bargain: Use the least amount of money and buy the most pieces of clothes. Ask students to tell their partner what they have learned in today's class.

**Assessment & Rubrics**

**Self-assessment in a form of checklist: 1 = I can do this easily and well  
2 = This is my goal**

- \_\_\_\_\_ Pay in cash and determine the exact amount
- \_\_\_\_\_ Recognize the Chinese dollar sign ¥ and read price tags.
- \_\_\_\_\_ Tell what I want to buy such as 一件蓝色的衬衫 / T-恤
- \_\_\_\_\_ Use a certain phrases to bargain for a better price for the clothes you want to purchase.

**Rubric for the Task (Role play: customers/salesperson):**

Criteria	4	3	2	1
<b>Preparedness</b>	Beyond the requirement	Adequate	Limited	Little or none
<b>Vocabulary</b>	Varied and precise	Adequate	Very limited	Little or none
<b>Clarity of ideas</b>	Meaning conveyed effectively	Meaning conveyed	At times unclear	Meaning not clear
<b>Accuracy/Grammar</b>	Good control of grammar	Few errors in basic structures	Limited control of grammar	Very limited control of grammar
<b>Comprehensibility</b>	Clearly stated & comprehensible	Comprehensible but not always clearly stated	Can be understood with some effort from the reader or listener	Very difficult to understand and follow

Each student is assigned with a folder in order to keep record of learners' perform.

I will create a class summary list in order to keep track of student's progress and what areas need teacher's attention.

## Before-class/After-class planning

Before-class:

- Students are asked to do an online research about Chinese currency including the name of Chinese dollar, her symbol ¥ and the exchange rate.
- Students compare the shopping habit between American customers and Chinese's: similarities and differences.

After-class:

- Assignment: use a Voice Thread/Comic Life to create a bargaining dialogue between a customer (Student) and a fashion store owner. (Rubric attached)

## Bargaining Dialogue

### First Part :

Qǐngwèn nǐ mǎi shénme

Salesperson: 请问你买什么?

Wǒ xiǎng mǎi yī tiáo kù zǐ zhè tiáo duō shǎo qián

Customer: 我想买一条裤子。这条多少钱?

Qī shí kuài

S: 七十块。

Tài guì le yǒu méi yǒu pián yì yì diǎn de

C: 太贵了, 有没有便宜一点的?

Zhè tiáo hěn pián yì sān shí wǔ kuài

S: 这条很便宜, 三十五块。

Tài guì le wǒ shì xué shēng wǒ méi yǒu qián èr shí kuài hǎo ma

C: 太贵了。我是学生, 我没有钱。二十块, 好吗?

Bù hǎo sān shí kuài

S: 不好! 三十块。

C: (Pretend to walk away slowly)

Hǎo le èr shí bā kuài

S: 好了! 二十八块。

### Second Part :

Wǒ bù xǐ huān lǜ sè de yǒu méi yǒu hóng sè de

C: 我不喜欢绿色的, 有没有红色的?

Wǒmenméiyǒuhóngsède lánshèdehǎoma  
s: 我们 没有 红色的, 蓝色的 好吗?

Hǎo wǒmǎizhètiáolánsède yígòngduōshǎoqián  
c: 好! 我 买 这 条 蓝色 的。一 共 多 少 钱?

Yígòngwǔshíliùkuàiqián  
s: 一 共 五 十 六 块 钱。

Hǎo wǔshíliùkuàiqián  
c: 好! 五 十 六 块 钱。

Xièxiè  
s: 谢 谢

Zàijiàn  
c: 再 见!