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day 35 how much more?

Chinese HSK 4 in 69 days
unit 6 · shopping, money & the internet

Say prices and numbers that go up and down, with per cent, fractions, decimals and “times”.

Prices, discounts, results and the news are full of numbers: “20% more”, “a third”, “twice as much”.

words

word	pinyin	meaning	example
倍	bèi	times, -fold	这台电脑的价格是那台的两倍。 This computer costs twice as much as that one.
分数	fēnshù	score, mark; fraction	他这次考试的分数很高。 He got a high score in this exam.
之	zhī	of (written); in fractions	班里三分之一的学生是外国人。 A third of the students in the class are from abroad.
数	shù	number	你想一个数，我来猜。 Think of a number and I’ll guess it.
数字	shùzì	number, figure, digit	很多中国人喜欢八这个数字。 Lots of Chinese people like the number eight.
数量	shùliàng	quantity, amount	今年游客的数量增加了很多。 The number of tourists has gone up a lot this year.
价格	jiàgé	price	这两件衣服价格差不多。 These two pieces of clothing cost about the same.
价钱	jiàqián	price (spoken)	价钱合适的话，我就买了。 If the price is right, I’ll buy it.
高价	gāojià	high price	他用高价买了两张门票。 He paid a high price for two tickets.
低价	dījià	low price	这家{=(measure word for shops, firms)}店常常低价卖水果。 This shop often sells fruit cheaply.
超过	chāoguò	exceed, be more than	行李不能超过二十公斤。 Luggage can’t be more than twenty kilos.
低于	dīyú	be lower than, below	这台电脑的价钱低于五千块。 This computer costs less than five thousand yuan.
高于	gāoyú	be higher than, above	今年的价格高于去年。 Prices this year are higher than last year.
增加	zēngjiā	increase, add	学汉语的人增加了很多。 Many more people are learning Chinese now.
增长	zēngzhǎng	grow, rise	今年游客的数量增长了百分之十。 Tourist numbers grew by ten per cent this year.
下降	xiàjiàng	fall, drop, decline	这个月的价格下降了一点儿。 Prices fell a little this month.

降低	jiàngdī	lower, reduce	我们得{dei3}想办法降低价格。 We need to find a way to bring the price down.
大大	dàdà	greatly, hugely	高铁大大方便了人们的出行。 High-speed rail has made travel much easier.

pattern decimals, fractions, per cent and times (倍)

三分之一 · 百分之十 · 二点五 · 两倍

Fractions go bottom first: 三分之一 = ⅓ (“of three parts, one”). Per cent is 百分之 + number: 百分之二十 = 20%. Decimals use 点: 二点五 = 2.5. 倍 counts times: A是B的两倍 = A is twice B, and 增加了一倍 = it doubled.

我们班三分之一的学生是男生。 **wǒmen bān sān fēn zhī yī de xuéshēng shì nánshēng** A third of the students in our class are boys.

今年的游客增长了百分之二十。 **jīnnián de yóukè zēngzhǎng le bǎi fēn zhī èrshí** Tourist numbers rose by twenty per cent this year.

从家到公司是三点五公里。 **cóng jiā dào gōngsī shì sān diǎn wǔ gōnglǐ** It’s 3.5 kilometres from home to the office.

他这次的分数比上次增加了一倍。 **tā zhè cì de fēnshù bǐ shàng cì zēngjiā le yí bèi** His score this time is double what it was last time.

dialogue twenty new computers

manager chen 安娜，公司要买二十台新电脑，你看了价格吗?
Ānnà gōngsī yào mǎi èrshí tái xīn diànnǎo nǐ kàn le jiàgé ma · Anna, the company needs twenty new computers. Have you looked at prices?

anna 看了。这家店的价格低于别的店，每台四千五百块。
kàn le zhè jiā diàn de jiàgé dīyú biéde diàn měi tái sìqiānwǔbǎi kuài · Yes. This shop is cheaper than the others: 4,500 yuan each.

manager chen 另一家呢?
lìng yì jiā ne · And the other one?

anna 另一家每台九千块，是这家的两倍。不过他们说下个月会降低价格。
lìng yì jiā měi tái jiǔqiān kuài shì zhè jiā de liǎng bèi búguò tāmen shuō xià gè yuè huì jiàngdī jiàgé · The other one is 9,000 each: twice as much. But they say they’ll lower the price next month.

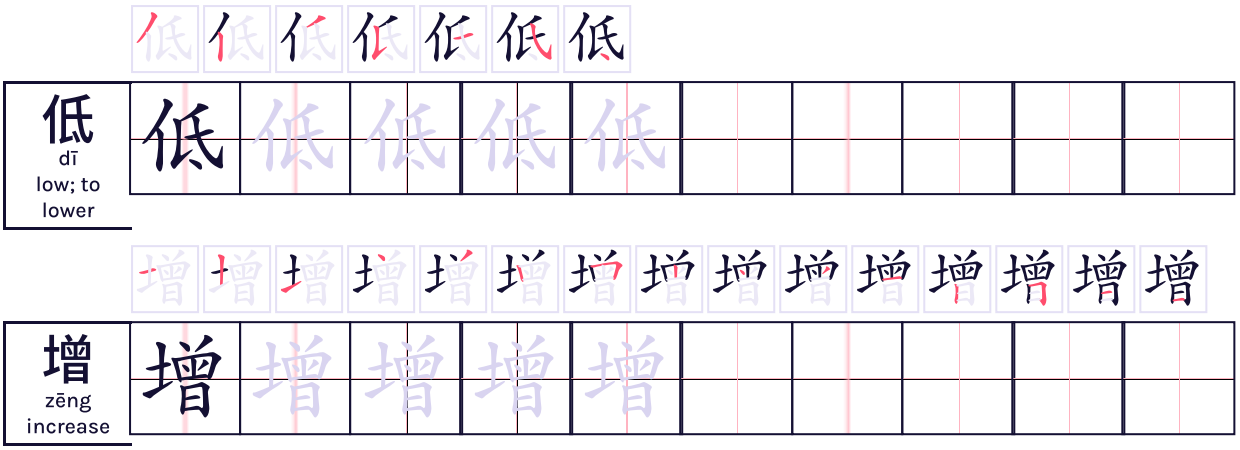
manager chen 高价的不一定好，低价的也不一定差。
gāojià de bù yídìng hǎo dījià de yě bù yídìng chà · Expensive isn’t always good, and cheap isn’t always bad.

anna 是啊。而且要是买的数量超过十台，就能便宜百分之十。
shì a érqiě yàoshi mǎi de shùliàng chāoguò shí tái jiù néng piányi bǎi fēn zhī shí · Right. And if we buy more than ten, we get ten per cent off.

manager chen 好。就是价钱便宜，我们也得先试一试。
hǎo jiùshì jiàqián piányi wǒmen yě děi xiān shì yi shi · Good. Even if the price is low, we should try one first.

anna 没问题。这样的话，二十台一共只要八万一千块。
méi wèntí zhèyàng dehuà èrshí tái yígòng zhǐ yào bā wàn yìqiān kuài · No problem. That way, twenty of them come to just 81,000 yuan.

write it trace the grey, then write your own



good to know · 点 is also the decimal point: 三点五 = 3.5. Context tells you it's not three o'clock! Careful with 倍: 增加了两倍 means it went up by 200% (three times as much); 是……的两倍 means twice as much.

Numbers are the same everywhere; now you can say them the Chinese way, fractions and all.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 36 shop till you drop

Chinese HSK 4 in 69 days
unit 6 · shopping, money & the internet

Shop for clothes, talk about brands, quality and sales, and say what “got taken” by someone else.

Shopping is the best real-life practice: you ask, compare, bargain and pay, all in a few minutes.

words

word	pinyin	meaning	example
购物	gòuwù	shopping; go shopping	周末很多人去商场购物。 Lots of people go shopping at the mall at weekends.
购买	gòumǎi	purchase, buy	您可以在网上购买门票。 You can buy tickets online.
逛	guàng	stroll, browse (the shops)	我们去逛逛商场吧。 Let’s go and have a look around the mall.
商品	shāngpǐn	goods, product	这家{=(measure word for shops, firms)}超市的商品很丰富。 This supermarket has a great range of products.
顾客	gùkè	customer	店里的顾客越来越多。 There are more and more customers in the shop.
牌子	páizi	brand; sign	你喜欢哪个牌子的手机? Which brand of phone do you like?
牌	pái	brand; sign, plate	她穿的都是名{=famous}牌。 She only wears big brands.
质量	zhìliàng	quality	这件毛衣不贵，质量也不错。 This sweater isn’t expensive, and the quality is good too.
适合	shìhé	suit, be right for	这个颜色很适合你。 This colour really suits you.
毛衣	máoyī	sweater, jumper	天冷了，我想买一件毛衣。 It’s getting cold, I want to buy a sweater.
外套	wàitào	coat, jacket	外面很冷，穿上外套吧。 It’s cold out, put your coat on.
袜子	wàzi	socks	我买了三双袜子。 I bought three pairs of socks.
货	huò	goods, stock	这种鞋卖完了，下{=next}个星期才有货。 These shoes are sold out; new stock comes next week.
假	jiǎ	fake, false	这个包是假{jia3}的，别买。 This bag is a fake, don’t buy it.
打折	dǎzhé	be on sale, give a discount	商场在打折，很多衣服都便宜了一半。 The mall has a sale, lots of clothes are half price.

降价	jiàngjià	cut prices, go down in price	这台电脑降价了，现在买很合适。 This computer has come down in price, it's a good time to buy.
算	suàn	calculate; count as	你算一下，一共多少钱? Work it out: how much is it altogether?
付	fù	pay	这次我来付钱吧。 Let me pay this time.

pattern passive with 叫 and 让 (and 将, 由)

thing | 叫 / 让 | person | verb + result

In speech, 叫 and 让 can make a passive, like 被: 那件外套叫别人买走了 = that coat got bought by someone. Unlike 被, they always need the person. Two written cousins: 将 works like 把 (请将手机关上), and 由 says who does the job (由我来付).

我的蛋糕叫妹妹吃了。 **wǒ de dàngāo jiào mèimei chī le** My cake got eaten by my little sister.

那件外套让别人买走了。 **nà jiàn wàitào ràng biérén mǎi zǒu le** That coat has been bought by someone else.

请将手机关上。 **qǐng jiāng shǒujī guān shàng** Please switch off your phones.

这次由我来付钱。 **zhè cì yóu wǒ lái fù qián** This time I'm paying.

dialogue the winter sales

little sister 安娜姐姐，商场在打折！我们去逛逛吧。
Ānnà jiějie shāngchǎng zài dǎzhé wǒmen qù guàng guang ba · Anna, the mall's got a sale on! Let's go and look around.

anna 好啊。我正好想买一件毛衣，天越来越冷了。
hǎo a wǒ zhènghǎo xiǎng mǎi yí jiàn máoyī tiān yuè lái yuè lěng le · OK. I was just thinking of getting a sweater, it's getting colder.

little sister 你看这件红色的，很适合你！
nǐ kàn zhè jiàn hóngsè de hěn shìhé nǐ · Look at this red one, it really suits you!

anna 颜色不错，质量也好。不过这个牌子我没听说过，会不会是假的?
yánsè búcuò zhìliàng yě hǎo búguò zhège páizi wǒ méi tīngshuō guo huì bu huì shì jiǎ de · Nice colour, and good quality. But I've never heard of this brand. Could it be a fake?

little sister 不会的。这是大商场，卖的都是名牌，没有假货。
bú huì de zhè shì dà shāngchǎng mài de dōu shì míng pái méiyǒu jiǎ huò · No way. This is a big mall, they only sell proper brands, no fakes.

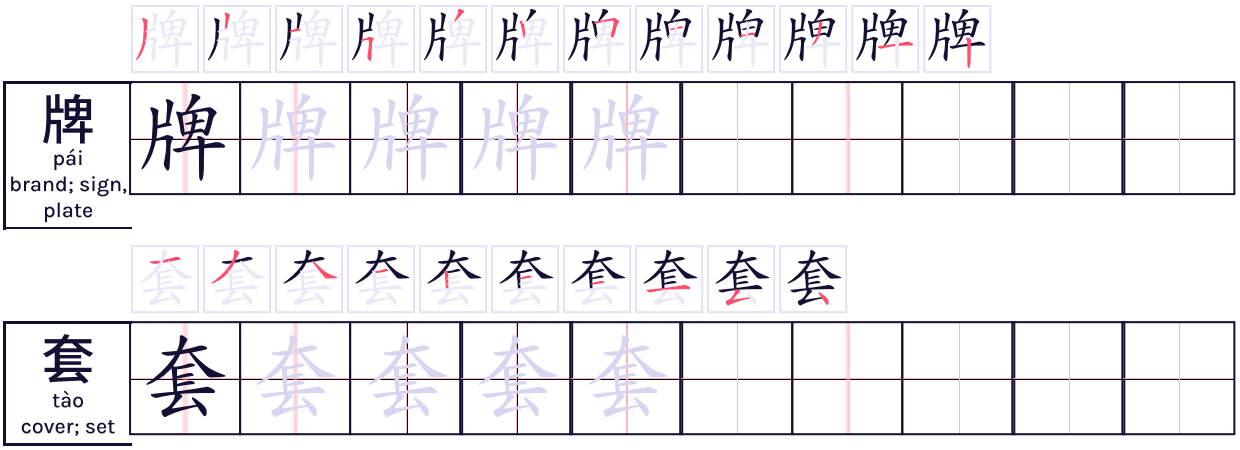
anna 那好。对了，我刚才看到的那件外套呢?
nà hǎo duì le wǒ gāngcái kàn dào de nà jiàn wàitào ne · OK then. Oh, where's that coat I saw just now?

little sister 已经叫别人买走了。不过那边还有很多外套降价了。
yǐjīng jiào biérén mǎi zǒu le búguò nàbiān hái yǒu hěn duō wàitào jiàngjià le · Someone's already bought it. But there are lots more coats on sale over there.

anna 没关系。今天由我来付钱，你也选一件吧!
méi guānxi jīntiān yóu wǒ lái fù qián nǐ yě xuǎn yí jiàn ba · Never mind. Today it's on me: you pick something too!

little sister 谢谢姐姐！那我就买两双袜子吧。
xièxie jiějie nà wǒ jiù mǎi liǎng shuāng wàzi ba · Thanks, Anna! Then I'll get two pairs of socks.

write it trace the grey, then write your own



good to know · 叫 and 让 also mean “ask, let” (妈妈让我回家). When a passive is meant, the subject is the thing that something happened to. Sales say 打八折 (pay 80%) or 五折 (half price). The number is what you pay, so 七折 is a better deal than 八折.

Next time you find something you love in a Chinese shop, you can talk brands, quality and price.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 37 paying & ordering online

Chinese HSK 4 in 69 days
unit 6 · shopping, money & the internet

Order and pay online, and link your points with “and also”, “besides” and “plus”.

In China almost everything is bought on a phone: scanning, paying and home delivery are daily life.

words

word	pinyin	meaning	example
另外	lìngwài	besides; another, other	我买了一件外套，另外还买了两双袜子。 I bought a coat, and two pairs of socks as well.
加上	jiāshàng	plus, on top of that	今天下雨，加上堵车，我迟到了半个小时。 It rained today and, on top of that, there was traffic, so I was half an hour late.
网购	wǎnggòu	shop online	现在很多人喜欢网购。 Lots of people like shopping online now.
线上	xiànshàng	online	这家{=(measure word for shops, firms)}店线上线下都能买。 You can buy from this shop online or in person.
线下	xiànxià	offline, in person	我们线上聊了很久，下{=next}个星期线下见面吧。 We’ve chatted online for ages, let’s meet in person next week.
扫码	sǎomǎ	scan a QR code	扫码就能付钱，非常方便。 You just scan the code to pay, it’s really easy.
支付	zhīfù	pay (formal)	您可以用手机支付。 You can pay by phone.
上门	shàngmén	come to your door, home service	他们可以免费上门送{=to deliver}货。 They can deliver to your door for free.
会员	huìyuán	member	成为会员以后，买东西可以打折。 Once you’re a member, you get discounts.
费	fèi	fee, charge; cost (effort)	这个月的电话费有点儿高。 My phone bill is a bit high this month.
费用	fèiyong	cost, expenses	这次旅行的费用一共多少? How much does this trip cost in total?
全部	quánbù	all, the whole	这些东西我全部要了。 I’ll take all of these.
全都	quándōu	all (of them)	我们班的同学全都来了。 Everyone in our class came.
所有	suǒyǒu	all, every	所有|的商品都可以在网上买到。 Every product can be bought online.
许多	xǔduō	many, a lot of	许多人觉得网购很方便。 Lots of people find online shopping convenient.
多数	duōshù	the majority, most	多数顾客都选择用手机支付。 Most customers choose to pay by phone.

部分	bùfen	part, section	一部分商品只能在店里买。 Some of the products can only be bought in store.
其中	qízhōng	among them, of which	我买了五本书，其中两本是给妹妹的。 I bought five books, two of them for my little sister.

pattern ……，并且……: and also (with 另外, 加上)

first point ，并且 second point

并且 adds a second point or action of the same weight: “and also”. It often follows 不仅 or 不光 (not only … but also). 另外 starts an extra point (besides), and 加上 adds one more reason: “plus, on top of that”.

这家店不光东西好，并且送货很快。 **zhè jiā diàn bùguāng dōngxi hǎo bìngqiě sòng huò hěn kuài** This shop doesn’t just have good stuff, it delivers fast too.

网上东西多。另外，价格也便宜。 **wǎngshang dōngxi duō lìngwài jiàgé yě piányi** There’s a lot to choose from online. Besides, the prices are low.

天气不好，加上路上堵车，快递晚到了一天。 **tiānqì bù hǎo jiāshàng lùshang dǔchē kuàidì wǎn dào le yì tiān** The weather was bad, plus there was traffic, so the parcel came a day late.

由于买的人太多，因此快递要晚两天。 **yóuyú mǎi de rén tài duō yīncǐ kuàidì yào wǎn liǎng tiān** So many people are buying that deliveries are two days late.

dialogue ms zhang goes online

ms zhang 安娜，小明说你很会网购。你能教教我吗?
Ānnà Xiǎomíng shuō nǐ hěn huì wǎnggòu nǐ néng jiāo jiao wǒ ma · Anna, Xiaoming says you're great at shopping online. Could you teach me?

anna 当然！首先在手机上打开购物网站，然后选您想买的东西。
dāngrán shǒuxiān zài shǒujī shàng dǎkāi gòuwù wǎngzhàn ránhòu xuǎn nín xiǎng mǎi de dōngxi · Of course! First open a shopping site on your phone, then choose what you want.

ms zhang 这么多商品！其中哪些比较好?
zhème duō shāngpǐn qízhōng nǎxiē bǐjiào hǎo · So many things! Which of them are the good ones?

anna 首先看看价格，其次看看别的顾客怎么说。许多人说好的，质量往往不错。
shǒuxiān kàn kan jiàgé qícì kàn kan biéde gùkè zěnme shuō xǔduō rén shuō hǎo de zhìliàng wǎngwǎng búcuò · First look at the price, and second, see what other customers say. If lots of people say it's good, the quality is usually fine.

ms zhang 买好了。怎么付钱？要用现金吗?
mǎi hǎo le zěnme fù qián yào yòng xiànjīn ma · Done. How do I pay? Do I need cash?

anna 不用，扫码就能支付。另外，他们会送货上门。
búyòng sǎomǎ jiù néng zhīfù lìngwài tāmen huì sòng huò shàngmén · No, just scan the code to pay. Besides, they deliver to your door.

ms zhang 不光方便，并且不用出门！那送货的费用谁付?
bùguāng fāngbiàn bìngqiě búyòng chūmén nà sòng huò de fèiyong shéi fù · Not only easy, I don't even have to go out! Who pays for the delivery?

anna 多数时候是店里付。要是您成为会员，所有的商品都能再便宜一点儿。
duōshù shíhou shì diàn lǐ fù yàoshi nín chéngwéi huìyuán suǒyǒu de shāngpǐn dōu néng zài piányi yìdiǎnr · Most of the time the shop does. And if you become a member, everything gets a bit cheaper.

ms zhang 好，那我也当会员！以后线上线下我都能买东西了。
hǎo nà wǒ yě dāng huìyuán yǐhòu xiànshàng xiànxià wǒ dōu néng mǎi dōngxi le · Right, I'll be a member too! From now on I can shop online and in person.

write it trace the grey, then write your own

线
xiàn
line, wire

部
bù
part; (measure word for films, books)

good to know · Many shops in China barely use cash any more: people scan a QR code with their phone. Visitors can link a foreign bank card to the big payment apps. 线上 and 线下 are everywhere now: 线上课 (online class), 线下见面 (meet in person).

You can now order, pay and get it delivered to your door, all in Chinese.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 38 life online

Talk about videos, links and life online, and say “no matter what, who or how”.

Sharing videos and sending links is how friends talk now, and “no matter” is how you say your rules.

words

word	pinyin	meaning	example
不管	bùguǎn	no matter (spoken)	不管多忙，他每天都看新闻。 However busy he is, he reads the news every day.
不论	bùlùn	no matter	不论刮风还是下雨，快递都会准时送{=to deliver}到。 Rain or shine, the parcels arrive on time.
无论	wúlùn	no matter, whatever	无论你在哪儿，都可以上网。 Wherever you are, you can get online.
互联网	hùliánwǎng	the internet	互联网改变了我们的生活。 The internet has changed our lives.
网页	wǎngyè	web page	这个网页打{=(打开) open}不开。 This page won’t open.
网址	wǎngzhǐ	web address	你把网址发给我吧。 Send me the link.
网友	wǎngyǒu	online friend; netizen	许多网友觉得这个视频很有意思。 Lots of people online think this video is fun.
视频	shìpín	video	我每天晚上都看一会儿视频。 I watch videos for a while every evening.
图	tú	picture, chart, map	我发一张图给你看看。 I’ll send you a picture.
图片	túpiàn	picture, image	这张图片真好看。 This picture is really nice.
转发	zhuǎnfā	share, forward	我把这条消息转发给你了。 I’ve forwarded that message to you.
技术	jìshù	technology; skill	他的开车技术很好。 He’s a very good driver.
使用	shǐyòng	use	使用以前，请先看说明书。 Please read the instructions before use.
用来	yònglái	be used for	这个手机我主要用来看视频。 I mainly use this phone for watching videos.
用于	yòngyú	be used in, for (formal)	这种技术已经用于网上支付。 This technology is already used in online payments.
便于	biànyú	make it easy to	把文件放在网上，便于大家查看。 Put the file online so everyone can check it easily.
快速	kuàisù	fast, rapid	用这个方法，可以快速找到你要的东西。 This way, you can quickly find what you need.
获取	huòqǔ	obtain, get (information)	现在人们主要通过手机获取新闻。 These days people get their news mainly from

their phones.

pattern 不管 / 无论 / 不论……，都 / 也……: no matter

不管 / 无论	谁 / 什么 / 多 + adj / A还是B	，都 / 也	result

不管, 无论 and 不论 all mean “no matter”. After them comes a question word (谁, 什么, 多, 怎么) or a choice with 还是, never a plain statement. The second part needs 都 or 也. 不管 is the spoken one; 无论 and 不论 sound more formal.

不管多晚，他都会回复网友的消息。 **bùguǎn duō wǎn tā dōu huì huífù wǎngyǒu de xiāoxi** However late it is, he always answers messages from people online.

无论刮风还是下雨，他都骑电动车上班。 **wúlùn guā fēng háishi xià yǔ tā dōu qí diàndòngchē shàngbān** Wind or rain, he rides his e-bike to work.

不论什么问题，都可以在网上查一查。 **búlùn shénme wèntí dōu kěyǐ zài wǎngshang chá yi cha** Whatever the question, you can look it up online.

dialogue the video everyone is sharing

reporter zhou 安娜，你看了我昨天发的视频吗?
Ānnà nǐ kàn le wǒ zuótiān fā de shìpín ma · Anna, did you see the video I posted yesterday?

anna 看了！昨天晚上我们一屋子人都在看。许多网友都在转发呢。
kàn le zuótiān wǎnshang wǒmen yì wūzi rén dōu zài kàn xǔduō wǎngyǒu dōu zài zhuǎnfā ne · Yes! Last night a whole roomful of us were watching it. Loads of people are sharing it.

reporter zhou 真没想到。这个视频是用手机做的，使用的技术很简单。
zhēn méi xiǎng dào zhège shìpín shì yòng shǒujī zuò de shǐyòng de jìshù hěn jiǎndān · I never expected that. I made it on my phone, the tech is really simple.

anna 不管技术怎么样，大家喜欢就好。
bùguǎn jìshù zěnmeyàng dàjiā xǐhuan jiù hǎo · Whatever the tech, what matters is that people like it.

reporter zhou 是啊。现在无论做什么，都离不开互联网。
shì a xiànzài wúlùn zuò shénme dōu lí bu kāi hùliánwǎng · True. These days, whatever you do, you can’t do without the internet.

anna 我也是。不管去哪儿，我都带着手机。我的手机主要用来看新闻和视频。
wǒ yě shì bùguǎn qù nǎr wǒ dōu dài zhe shǒujī wǒ de shǒujī zhǔyào yònglái kàn xīnwén hé shìpín · Me too. Wherever I go, I take my phone. I mostly use it for news and videos.

reporter zhou 那我把我们网站的网址发给你。上面有很多有意思的图片和视频。
nà wǒ bǎ wǒmen wǎngzhàn de wǎngzhǐ fā gěi nǐ shàngmiàn yǒu hěn duō yǒu yìsi de túpiàn hé shìpín · Then I’ll send you our site’s link. There are lots of fun pictures and videos on it.

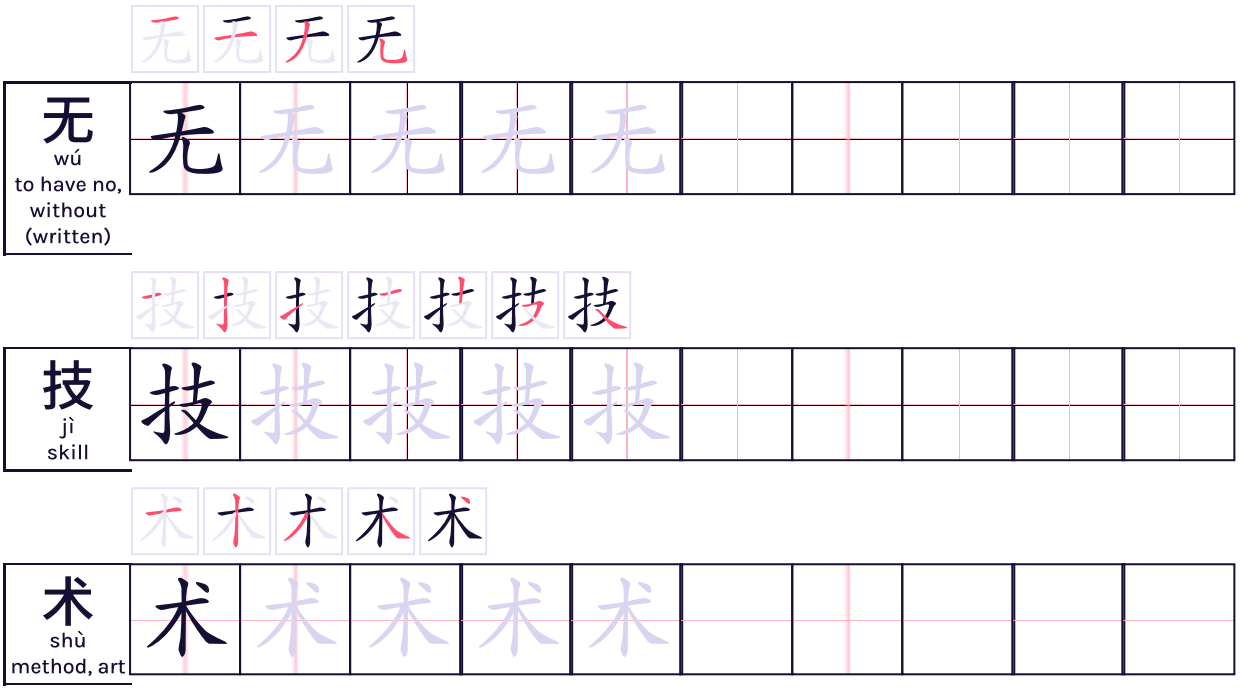
anna 好啊！看完我也帮你转发。
hǎo a kàn wán wǒ yě bāng nǐ zhuǎnfā · Great! I’ll share it for you when I’ve looked.

reporter zhou 谢谢！下次我请你吃一顿饭。
xièxie xià cì wǒ qǐng nǐ chī yí dùn fàn · Thanks! Next time I’ll treat you to a meal.

write it trace the grey, then write your own

论 论 论 论 论 论

论 lùn discuss	论	论	论	论	论						



good to know · After 不管 / 无论, ask a question: 不管谁, 不管什么, 不管多远, 不管去不去. A plain statement (不管他很忙) is a common mistake. Use 还是, not 或者, inside a 不管 / 无论 choice: 无论刮风还是下雨.

Whatever you share and wherever you are, you can now talk about it in Chinese.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 39 business

Talk about business, markets and adverts, and give your view “on” a topic.

Work meetings in Chinese are full of these words: the market, the competition, the budget and “as for this…”.

words

word	pinyin	meaning	example
对于	duìyú	regarding, as for, towards	对于这个问题，大家有什么看法? What does everyone think about this question?
方面	fāngmiàn	aspect, side, area	在工作方面，她给了我很多帮助。 She has helped me a lot with work.
生意	shēngyi	business, trade	这家{=(measure word for shops, firms)}店的生意越来越好。 Business at this shop keeps getting better.
市场	shìchǎng	market	周末我常去市场买菜。 At weekends I often go to the market for groceries.
经济	jīngjì	economy; economical	这几年，这个城市的经济发展得很快。 This city’s economy has grown fast in recent years.
竞争	jìngzhēng	compete; competition	卖手机的店很多，竞争很厉害。 There are lots of phone shops, and the competition is fierce.
赚	zhuàn	earn, make (money)	他做生意赚了不少钱。 He made quite a lot of money in business.
收入	shōurù	income	她的收入比以前高多了。 Her income is much higher than before.
广告	guǎnggào	advertisement	我不太喜欢看电视上的广告。 I don’t really like the adverts on TV.
推出	tuīchū	launch, bring out	这家{=(measure word for shops, firms)}店推出了几种新饮料。 This shop has launched some new drinks.
提供	tígōng	provide, offer	这家{=(measure word for shops, firms)}酒店提供免费早餐。 This hotel offers free breakfast.
流行	liúxíng	be popular, in fashion	今年流行这种颜色。 This colour is in fashion this year.
普遍	pǔbiàn	common, widespread	现在用手机支付已经很普遍了。 Paying by phone is very common now.
目前	mùqián	at present, currently	目前我们只{zhi3}在网上卖。 For now we only sell online.
现有	xiànyǒu	existing, currently available	现有的座位不够，还要再加几把椅子。 There aren’t enough seats, we need a few more chairs.
实际	shíjì	reality; practical, real	这个想法很好，但是不太实际。 It’s a nice idea, but not very practical.

实际上	shíjìshàng	in fact, actually	|看起来{==looks, seems}很贵，实际上并不贵。 It looks expensive, but actually it isn't.
估计	gūjì	estimate, reckon	我估计他今天不会来了。 I reckon he won't come today.

pattern towards and with: 对于, 与

对于 **topic** **,** **what you think or do**

对于 + topic puts what you're talking about first: 对于这件事，我同意. It's a bit more formal than 对, and 对 can always replace it (not the other way round). 与 means "and, with" in written or formal Chinese: 与他见面 = 跟他见面.

对于年轻人来说，收入很重要。 **duìyú niánqīng rén lái shuō shōurù hěn zhòngyào** For young people, income matters a lot.

对于这个市场，我们还不太了解。 **duìyú zhège shìchǎng wǒmen hái bú tài liǎojiě** We don't know this market very well yet.

这件事与你没有关系。 **zhè jiàn shì yǔ nǐ méiyǒu guānxì** This has nothing to do with you.

我们要与顾客多交流。 **wǒmen yào yǔ gùkè duō jiāoliú** We need to talk to our customers more.

dialogue anna's first business meeting

manager chen 安娜，下个月我们要推出新的服务。对于这件事，你有什么想法?
Ānnà xià gè yuè wǒmen yào tuīchū xīn de fúwù duìyú zhè jiàn shì nǐ yǒu shénme xiǎngfǎ · Anna, next month we're launching a new service. What are your thoughts on it?

anna 我觉得首先要了解市场。目前做这种服务的公司很多，竞争很厉害。
wǒ juéde shǒuxiān yào liǎojiě shìchǎng mùqián zuò zhè zhǒng fúwù de gōngsī hěn duō jìngzhēng hěn lìhai · I think first we need to understand the market. Lots of companies offer this now, and the competition is fierce.

manager chen 是的。不过我们现有的顾客很多，这是我们的优点。
shì de búguò wǒmen xiànyǒu de gùkè hěn duō zhè shì wǒmen de yōudiǎn · True. But we already have lots of customers; that's our strength.

anna 另外，广告也很重要。现在在网上做广告很流行，而且比电视便宜。
lìngwài guǎnggào yě hěn zhòngyào xiànzài zài wǎngshang zuò guǎnggào hěn liúxíng érqiě bǐ diànshì piányi · Also, adverts matter. Advertising online is really popular now, and cheaper than TV.

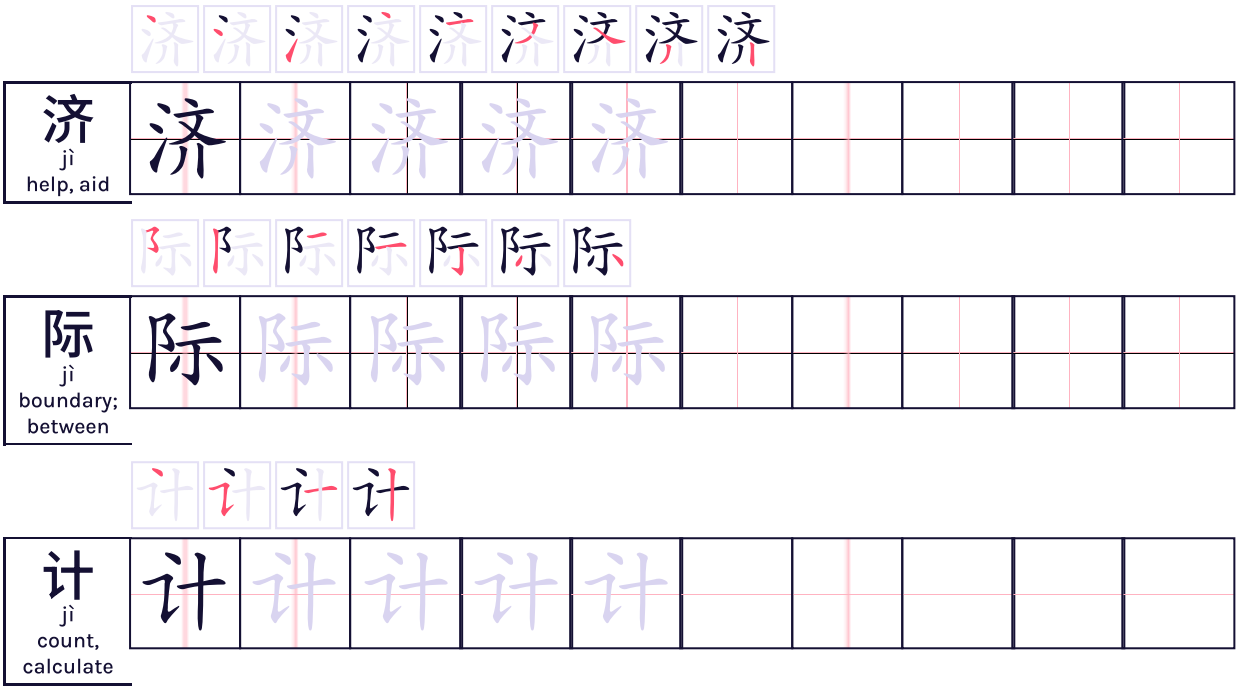
manager chen 这个想法很实际。你估计要花多少钱?
zhège xiǎngfǎ hěn shíjì nǐ gūjì yào huā duōshao qián · That's a practical idea. How much do you reckon it'll cost?

anna 我估计十万块左右。实际上，这些钱很快就能赚回来。
wǒ gūjì shí wàn kuài zuǒyòu shíjìshàng zhèxiē qián hěn kuài jiù néng zhuàn huilai · About a hundred thousand, I'd say. Actually, we'll earn that back fast.

manager chen 好。由于今年经济不太好，因此在价格方面，我们得便宜一点儿。
hǎo yóuyú jīnnián jīngjì bú tài hǎo yīncǐ zài jiàgé fāngmiàn wǒmen děi piányi yìdiǎnr · Good. Since the economy isn't great this year, we'll need to keep our prices a bit lower.

anna 明白。我会与同事们好好商量一下，再提供几个办法。
míngbai wǒ huì yǔ tóngshìmen hǎohǎo shāngliang yíxià zài tígōng jǐ gè bànfǎ · Understood. I'll talk it through with the team and come back with a few options.

write it trace the grey, then write your own



good to know · 对于……来说 means “for …, as far as … is concerned”: 对于我来说，这很难. In meetings, 我估计 (I reckon) and 实际上 (in fact) help you sound careful and clear.

You just held your own in a business meeting. Your next one can be in Chinese for real.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 40 is it worth it?

Chinese HSK 4 in 69 days
unit 6 · shopping, money & the internet

Weigh up whether something is worth it: two sides, results, and “so that”.

Before you spend money or time, you weigh it up. Now you can do it out loud, in Chinese.

words

word	pinyin	meaning	example
值	zhí	be worth	这件外套值五百块吗? Is this coat worth five hundred yuan?
值得	zhídé	be worth (doing)	这本书很值得读。 This book is well worth reading.
效果	xiàoguǒ	effect, result	这个广告的效果很好。 This advert has worked really well.
是否	shìfǒu	whether, if (formal)	我还不知道他是否同意。 I don’t know yet whether he agrees.
能否	néngfǒu	whether (something) can	能否成功，就看这一次了。 Whether it works now depends on this one try.
无法	wúfǎ	be unable to, no way to	雪太大了，飞机无法起飞。 The snow is too heavy, the planes can’t take off.
缺	quē	lack, be short of	我们公司现在很缺人。 Our company is really short of staff right now.
缺少	quēshǎo	lack, be short of	他不缺少能力，缺少的是信心。 He doesn’t lack ability; what he lacks is confidence.
人数	rénshù	number of people	今天参加会议的人数比上{=last}次多。 More people came to today’s meeting than last time.
以内	yǐnèi	within, less than	七天以内，商品可以免费换。 You can exchange items for free within seven days.
同时	tóngshí	at the same time; meanwhile	他工作的同时，还在学汉语。 He’s learning Chinese while he works.
从中	cóngzhōng	from it, out of it	这次失败了，但是我从中|学到了很多。 It didn’t work this time, but I learned a lot from it.
此次	cǐcì	this time (formal)	此次会议共有二百人参加。 Two hundred people took part in this meeting.
不断	bùduàn	continuously, keep (doing)	网购的人数不断增加。 The number of people shopping online keeps growing.
加快	jiākuài	speed up	我们得{dei3}加快速度了。 We need to speed up.
方式	fāngshì	way, method	每个人的学习方式都不一样。 Everyone has their own way of learning.
大量	dàliàng	a large amount of, lots of	春节前，大量旅客回家过年。 Before the Spring Festival, huge numbers of travellers go home for the New Year.

pattern 一方面……，另一方面……: on the one hand (and ……，好…… so that)

一方面 | side 1 | ，另一方面 | side 2

一方面……，另一方面…… lays out two sides or two reasons: “on the one hand … on the other”. Unlike in English, both sides can point the same way. Today’s second pattern, ……，好……, means “so that”: 早一点儿睡，好明天早起.

一方面我想多赚钱，另一方面我也想多休息。 **yì fāngmiàn wǒ xiǎng duō zhuàn qián lìng yì fāngmiàn wǒ yě xiǎng duō xiūxi** On the one hand I want to earn more, on the other I want more rest.

他学汉语，一方面是为了工作，另一方面是因为喜欢中国文化。 **tā xué Hànyǔ yì fāngmiàn shì wèile gōngzuò lìng yì fāngmiàn shì yīnwèi xǐhuan Zhōngguó wénhuà** He learns Chinese partly for work and partly because he loves Chinese culture.

你早一点儿睡，好明天早起。 **nǐ zǎo yìdiǎnr shuì hǎo míngtiān zǎo qǐ** Go to bed early so you can get up early tomorrow.

把地址发给我，好让快递送到。 **bǎ dìzhǐ fā gěi wǒ hǎo ràng kuàidì sòng dào** Send me the address so the parcel can get to you.

dialogue is the course worth it?

xiaoming 安娜，我想上一个网上的课，学做视频。可是要五千块，你觉得值得吗?
Ānnà wǒ xiǎng shàng yí gè wǎngshang de kè xué zuò shìpín kěshì yào wǔqiān kuài nǐ juéde zhídé ma · Anna, I want to take an online course in making videos. But it’s five thousand yuan. Do you think it’s worth it?

anna 一方面要看课的效果，另一方面也要看你是否真的需要。
yì fāngmiàn yào kàn kè de xiàoguǒ lìng yì fāngmiàn yě yào kàn nǐ shìfǒu zhēn de xūyào · On the one hand it depends how good the course is, and on the other whether you really need it.

xiaoming 我找工作的时候发现，很多公司都缺少会做视频的人。
wǒ zhǎo gōngzuò de shíhou fāxiàn hěn duō gōngsī dōu quēshǎo huì zuò shìpín de rén · While job-hunting I noticed that lots of companies are short of people who can make videos.

anna 那就值得！既然公司缺这样的人，你就去学吧。
nà jiù zhídé jìrán gōngsī quē zhèyàng de rén nǐ jiù qù xué ba · Then it’s worth it! Since companies need people like that, go and learn.

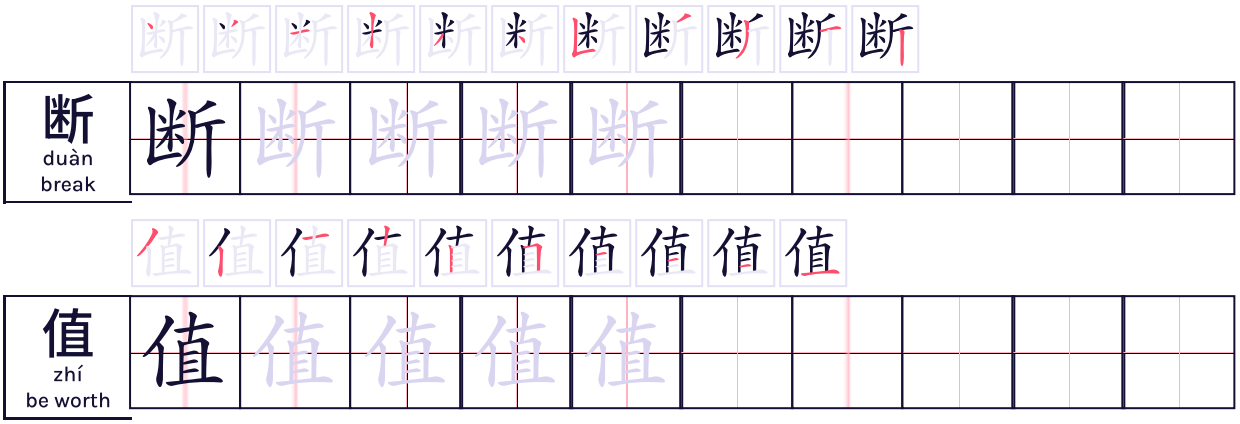
xiaoming 不过我不知道自己能否学好。三十天以内要学完所有的课。
búguò wǒ bù zhīdào zìjǐ néng fǒu xué hǎo sānshí tiān yǐnèi yào xué wán suǒyǒu de kè · But I don’t know if I can do it well. I’d have to finish every lesson within thirty days.

anna 别担心。你可以上课的同时做几个小视频，好从中学到更多。
bié dānxīn nǐ kěyǐ shàngkè de tóngshí zuò jǐ gè xiǎo shìpín hǎo cóngzhōng xué dào gèng duō · Don’t worry. You can make a few short videos while you take the course, so you learn even more from it.

xiaoming 听说网上有大量的人在学这个，人数还在不断增加。
tīngshuō wǎngshang yǒu dàliàng de rén zài xué zhège rénshù hái zài búduàn zēngjiā · I hear huge numbers of people are learning this online, and more join all the time.

anna 这说明这种学习方式很受欢迎。我们加快速度，今天就决定吧!
zhè shuōmíng zhè zhǒng xuéxí fāngshì hěn shòu huānyíng wǒmen jiākuài sùdù jīntiān jiù juédìng ba · That shows this way of learning is popular. Let’s get a move on and decide today!

write it trace the grey, then write your own



good to know · 好 has two new jobs today: “so that” (……，好早点儿到) and “easy to” (这条路好找, the road is easy to find). 是否 and 能否 are the formal “whether”: in speech, say 是不是 and 能不能.

Two sides, one decision: you can now think a choice through out loud in Chinese.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 41 anna's online shop

Chinese HSK 4 in 69 days
unit 6 · shopping, money & the internet

Follow a small online business from idea to first sales: prices, videos, orders, a big order and whether it's worth it.

This is unit 6 in one story: numbers, shopping, paying online, the internet and business talk.

chapter 1 let's sell it online

anna 小刘，你叔叔的茶太好喝了。我想在网上帮他卖，你觉得怎么样？
XiǎoLiú nǐ shūshu de chá tài hǎo hē le wǒ xiǎng zài wǎngshang bāng tā mài nǐ juéde zěnmeyàng · Xiao Liu, your uncle's tea is so good. I'd like to sell it online for him. What do you think?

xiao liu 好主意！叔叔的茶质量很好，不过他不会使用互联网，也不懂这些技术。
hǎo zhǔyi shūshu de chá zhìliàng hěn hǎo búguò tā bú huì shǐyòng hùliánwǎng yě bù dǒng zhèxiē jìshù · Great idea! His tea is top quality, but he doesn't use the internet and doesn't understand the technology.

xiaoming 我来帮你们做视频和图片！我正好在学做视频。
wǒ lái bāng nǐmen zuò shìpín hé túpiàn wǒ zhènghǎo zài xué zuò shìpín · I'll make the videos and pictures! I'm learning to make videos right now.

anna 太好了，视频就由你来做。那价格多少比较合适？
tài hǎo le shìpín jiù yóu nǐ lái zuò nà jiàgé duōshao bǐjiào héshì · Brilliant, the videos are yours then. So what would be a good price?

xiao liu 叔叔卖一斤三百块，比市场上的价格便宜三分之一左右。
shūshu mài yì jīn sānbǎi kuài bǐ shìchǎng shàng de jiàgé piányi sān fēn zhī yī zuǒyòu · My uncle sells it at 300 yuan a jin, about a third cheaper than the market price.

xiaoming 我在网上看了，卖茶的店很多，高价的、低价的都有。我们的价钱最好不要高于三百块。
wǒ zài wǎngshang kàn le mài chá de diàn hěn duō gāojià de dījià de dōu yǒu wǒmen de jiàqián zuìhǎo búyào gāoyú sānbǎi kuài · I've looked online: there are loads of tea shops, some expensive, some cheap. We'd better not charge more than 300.

anna 那我们也卖三百块吧。即使比别的店便宜，叔叔也能赚钱。
nà wǒmen yě mài sānbǎi kuài ba jíshǐ bǐ biéde diàn piányi shūshu yě néng zhuàn qián · Then let's sell it for 300 too. Even though it's cheaper than other shops, your uncle still makes money.

xiaoming 我算了一下，要是一个月卖一百斤，收入就有三万块！
wǒ suàn le yíxià yàoshi yí gè yuè mài yìbǎi jīn shōurù jiù yǒu sān wàn kuài · I've worked it out: if we sell a hundred jin a month, that's thirty thousand yuan!

xiao liu 别想得太好。刚开始的时候，顾客往往不多。价格也不能再降低了，否则叔叔就赚不到钱了。
bié xiǎng de tài hǎo gāng kāishǐ de shíhou gùkè wǎngwǎng bù duō jiàgé yě bù néng zài jiàngdī le fǒuzé shūshu jiù zhuàn bu dào qián le · Don't get carried away. At the start, there usually aren't many customers. And we can't go any lower on price, or my uncle won't make anything.

anna 我估计第一个月能卖二三十斤就不错了。
wǒ gūjì dì yī gè yuè néng mài èrsānshí jīn jiù búcuò le · I reckon twenty or thirty jin in the first month would be pretty good.

xiao liu 无论卖多少，叔叔都会很高兴的。
wúlùn mài duōshao shūshu dōu huì hěn gāoxìng de · However much we sell, my uncle will be delighted.

chapter 2 the first video

xiaoming 周记者，这是我做的视频，您觉得效果怎么样?
Zhōujìzhě zhè shì wǒ zuò de shìpín nín juéde xiàoguǒ zěnmeyàng · Reporter Zhou, here's the video I made. How do you think it works?

reporter zhou 很好！一方面茶叶看起来很新鲜，另一方面杭州的风景也很美。
hěn hǎo yì fāngmiàn cháyè kànqǐlai hěn xīnxiān lìng yì fāngmiàn Hángzhōu de fēngjǐng yě hěn měi · Really good! On the one hand the tea looks really fresh, and on the other the Hangzhou scenery is beautiful.

anna 我们还做了一个网页，用来介绍叔叔的茶。我们把网址放在视频下面，好让大家快速找到我们的店。
wǒmen hái zuò le yí gè wǎngyè yònglái jièshào shūshu de chá wǒmen bǎ wǎngzhǐ fàng zài shìpín xiàmiàn hǎo ràng dàjiā kuàisù zhǎo dào wǒmen de diàn · We've also made a web page to introduce the uncle's tea. We'll put the link under the video so people can find our shop quickly.

reporter zhou 网页上最好多放几张图，便于顾客获取更多信息。
wǎngyè shàng zuìhǎo duō fàng jǐ zhāng tú biànyú gùkè huòqǔ gèng duō xìnxī · Put a few more pictures on the page; it makes it easier for customers to find out more.

xiaoming 我们没有钱做广告，只能请网友帮忙转发。
wǒmen méiyǒu qián zuò guǎnggào zhǐ néng qǐng wǎngyǒu bāngmáng zhuǎnfā · We've got no money for adverts, so we can only ask people online to share it.

reporter zhou 我帮你们转发吧。我的网友很多，其中不少人喜欢喝茶。
wǒ bāng nǐmen zhuǎnfā ba wǒ de wǎngyǒu hěn duō qízhōng bù shǎo rén xǐhuan hē chá · I'll share it for you. I have lots of friends online, and quite a few of them love tea.

xiaoming 太谢谢您了！不管有多少人看，我们都很高兴。
tài xièxie nín le bùguǎn yǒu duōshao rén kàn wǒmen dōu hěn gāoxìng · Thank you so much! However many people watch it, we'll be happy.

reporter zhou 现在很多人在网上购物，用视频卖东西很流行，也很普遍。用视频来介绍商品，效果往往比图片好。
xiànzài hěn duō rén zài wǎngshang gòuwù yòng shìpín mài dōngxi hěn liúxíng yě hěn pǔbiàn yòng shìpín lái jièshào shāngpǐn xiàoguǒ wǎngwǎng bǐ túpiàn hǎo · Lots of people shop online now, and selling with videos is popular and very common. Using video to show a product usually works better than pictures.

anna 是啊。不论是谁看到视频，都可以直接在网上购买。
shì a búlùn shì shéi kàn dào shìpín dōu kěyǐ zhíjiē zài wǎngshang gòumǎi · That's right. Whoever sees the video can buy straight away online.

chapter 3 nearly sold out

anna 小明，你看这个数字！周记者转发以后，看视频的人数大大增加了，已经超过一万了。这个星期买茶的人是上个星期的两倍！

Xiǎomíng nǐ kàn zhège shùzì Zhōujìzhě zhuǎnfā yǐhòu kàn shìpín de rénshù dàdà zēngjiā le yǐjīng chāoguò yí wàn le zhège xīngqī mǎi chá de rén shì shàng gè xīngqī de liǎng bèi · Xiaoming, look at this number! Since Reporter Zhou shared it, the number of viewers has shot up: it's passed ten thousand. Twice as many people bought tea this week as last week!

xiaoming 太好了！不过我们现在最缺的是茶叶，快让顾客买完了。我留给自己的那盒也叫妹妹拿去送老师了。

tài hǎo le búguò wǒmen xiànzài zuì quē de shì cháyè kuài ràng gùkè mǎi wán le wǒ liú gěi zìjǐ de nà hé yě jiào mèimei ná qù sòng lǎoshī le · Brilliant! But what we're shortest of now is tea: the customers have nearly bought it all. Even the box I kept for myself got taken by my sister, as a present for her teacher.

anna 我已经给叔叔打电话了，他明天就寄来一大袋。我们得加快送货的速度，有的顾客已经等了三天了。

wǒ yǐjīng gěi shūshu dǎ diànhuà le tā míngtiān jiù jì lái yí dà dài wǒmen děi jiākuài sòng huò de sùdù yǒude gùkè yǐjīng děng le sān tiān le · I've already called the uncle; he's sending a big bag tomorrow. We need to deliver faster: some customers have waited three days already.

ms zhang 安娜，我也在你的店里买了茶。扫码支付，特别方便！

Ānnà wǒ yě zài nǐ de diàn lǐ mǎi le chá sǎomǎ zhīfù tèbié fāngbiàn · Anna, I bought tea from your shop too. Scan and pay, so easy!

anna 谢谢阿姨！您是我们的第一位会员。

xièxie āyí nín shì wǒmen de dì yī wèi huìyuán · Thank you! You're our very first member.

ms zhang 以前我都在线下买茶，逛了很多商店，还老怕买到假的。现在网购就方便多了。

yǐqián wǒ dōu zài xiànxià mǎi chá guàng le hěn duō shāngdiàn hái lǎo pà mǎi dào jiǎ de xiànzài wǎnggòu jiù fāngbiàn duō le · I used to buy tea in shops, going round lots of them, always worried about getting fakes. Shopping online is so much easier.

ms zhang 你们的茶不光好喝，价格也不贵，很适合送人。加上能送货上门，同事们全都说要买。

nǐmen de chá bùguāng hǎo hē jiàgé yě bú guì hěn shìhé sòng rén jiāshàng néng sòng huò shàngmén tóngshìmen quándōu shuō yào mǎi · Your tea isn't just delicious, it's not expensive either, perfect as a gift. And on top of that you deliver to the door, so my colleagues all want some.

ms zhang 另外，她们问，送货的费用怎么算？

lìngwài tāmen wèn sòng huò de fèiyong zěnme suàn · Oh, and they're asking: how much is delivery?

anna 在北京，两天以内就能送到，并且费用全部由我们来付。

zài Běijīng liǎng tiān yǐnèi jiù néng sòng dào bìngqiě fèiyong quánbù yóu wǒmen lái fù · In Beijing it arrives within two days, and we pay all the delivery costs.

anna 我在网页上写了一句：“请将地址和电话写清楚。”这样就不会送错了。

wǒ zài wǎngyè shàng xiě le yí jù qǐng jiāng dìzhǐ hé diànhuà xiě qīngchu zhèyàng jiù bú huì sòng cuò le · I've written a line on the web page: "Please write your address and phone number clearly." That way nothing goes to the wrong place.

xiaoming 我看了一下，买茶的人里多数是年轻人，也有一部分是阿姨们。许多人买了一次，又来买第二次。

wǒ kàn le yíxià mǎi chá de rén lǐ duōshù shì niánqīng rén yě yǒu yí bùfen shì āyímen xǔduō rén mǎi le yí cì yòu lái mǎi dì èr cì · I've had a look: most of the buyers are young people, and some are aunties. Lots of people come back to buy a second time.

chapter 4 manager chen hears the news

manager chen 安娜，听说你在网上卖茶叶？
Ānnà tīngshuō nǐ zài wǎngshang mài cháyè · Anna, I hear you're selling tea online?

anna 是的，是周末做的。我保证不会影响工作。
shì de shì zhōumò zuò de wǒ bǎozhèng bú huì yǐngxiǎng gōngzuò · Yes, at weekends. I promise it won't affect my work.

manager chen 我相信你。对于年轻人来说，多试试是好事。生意怎么样？
wǒ xiāngxìn nǐ duìyú niánqīng rén lái shuō duō shì shi shì hǎo shì shēngyi zěnmeyàng · I believe you. For young people, trying things out is good. How's business?

anna 还不错。目前一个月能卖五十多斤，不过市场竞争很厉害。实际上，送货费很高，每斤只能赚二十块左右。
hái búcuò mùqián yí gè yuè néng mài wǔshí duō jīn búguò shìchǎng jìngzhēng hěn lìhai shíjìshàng sòng huò fèi hěn gāo měi jīn zhǐ néng zhuàn èrshí kuài zuǒyòu · Not bad. Right now we sell fifty-odd jin a month, but the competition is fierce. In fact delivery is expensive, so we only make about twenty yuan a jin.

manager chen 现在经济不太好，很多店的收入都在下降。你们的生意能不断增长，很不容易。
xiànzài jīngjì bú tài hǎo hěn duō diàn de shōurù dōu zài xiàjiàng nǐmen de shēngyi néng búduàn zēngzhǎng hěn bù róngyì · The economy isn't great right now, and lots of shops are earning less. For your business to keep growing is no small thing.

anna 谢谢您。一方面我学到了做生意的方法，另一方面也交了很多新朋友。
xièxie nín yì fāngmiàn wǒ xué dào le zuò shēngyi de fāngfǎ lìng yì fāngmiàn yě jiāo le hěn duō xīn péngyou · Thank you. On the one hand I've learned how business works, and on the other I've made lots of new friends.

manager chen 是否赚钱不是最重要的，你能从中学到很多东西。不过要与大公司竞争，你们还得有自己的牌子。
shìfǒu zhuàn qián bú shì zuì zhòngyào de nǐ néng cóngzhōng xué dào hěn duō dōngxi búguò yào yǔ dà gōngsī jìngzhēng nǐmen hái děi yǒu zìjǐ de páizi · Whether you make money isn't what matters most; you'll learn a lot from it. But to compete with big companies, you'll need your own brand.

anna 我们也是这样想的。下个月我们打算推出自己的牌子，同时用更多的方式介绍我们的茶。
wǒmen yě shì zhèyàng xiǎng de xià gè yuè wǒmen dǎsuàn tuīchū zìjǐ de páizi tóngshí yòng gèng duō de fāngshì jièshào wǒmen de chá · That's what we think too. Next month we plan to launch our own brand, and at the same time find more ways to present our tea.

manager chen 这个想法值得试一试。春节前公司要给现有的顾客送礼物，你们能否提供大量的茶？
zhège xiǎngfǎ zhídé shì yi shi Chūnjié qián gōngsī yào gěi xiànyǒu de gùkè sòng lǐwù nǐmen néng fǒu tígōng dàliàng de chá · That idea is worth a try. Before the Spring Festival the company gives gifts to our existing clients. Could you supply a large amount of tea?

anna 要是数量太大，叔叔一个人无法做那么多。此次我们最多能提供一百盒。
yàoshi shùliàng tài dà shūshu yí gè rén wúfǎ zuò nàme duō cǐ cì wǒmen zuì duō néng tígōng yìbǎi hé · If it's a very big order, the uncle can't make that much on his own. This time we can supply a hundred boxes at most.

manager chen 一百盒就够了。一盒值多少钱？
yìbǎi hé jiù gòu le yì hé zhí duōshao qián · A hundred boxes is plenty. How much is a box?

anna 一盒半斤，一百五十块，已经低于市场的价格了。不过公司买得多，我们可以降价百分之二十。
yì hé bàn jīn yìbǎiwǔshí kuài yǐjīng dīyú shìchǎng de jiàgé le búguò gōngsī mǎi de duō wǒmen kěyǐ jiàngjià bǎi fēn zhī èrshí · A box is half a jin, 150 yuan, which is already below the market price. But since the company is buying a lot, we can take twenty per cent off.

manager chen 好，那就这样吧！
hǎo nà jiù zhèyàng ba · Good, let's do that!

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