

CONVERSATION: IN A CLOTHES STORE.



- Clerk: *I really like that jacket!* (1)
It looks good on you.
- Customer: I don't know.
It's more expensive than the other one. (2)
- Clerk: *But it makes you look thin.* (3)
I'll tell you what: I'll give you a 10% discount. (4)
- Customer: Alright. I'll take it. How much is it?
- Clerk: *With tax, the total comes to \$48.50.* (5)
How would you like to pay?
- Customer: I'll put it on my credit card. (6)

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|-----|--------------------------|-----|---|-----|---|
| (1) | <i>sweater
shirt</i> | (2) | <i>not as stylish as
much brighter than</i> | (3) | <i>it goes well with your pants
it matches your shoes</i> |
| (4) | <i>25%
15%</i> | (5) | <i>\$38.62
\$28.87</i> | (5) | <i>write a check
pay with cash</i> |

SOCIAL STRATEGY: COMPLIMENTING

People appreciate when you notice them. Here are some ways to notice and compliment:

- | | | |
|-----------------------|---|---|
| Noticing: | I really like your jacket.
Did you get a haircut? | Are you wearing new glasses?
Have you lost some weight? |
| Complimenting: | It looks good on you.
It suits you.
It makes you look thin. | It goes well with your shirt.
It matches your dress.
You're looking good/fit/healthy. |

SURVEY THE CLASS



Walk around the class and talk to other class members. Compliment them on something they are wearing. And then ask them questions about that clothes item. Use the questions below:



Name	Item	where?	when?	How much?	Payment Method	Satisfied?