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# Bargaining

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**Objective:** By the end of the chapter, you will be able to:

- bargain for basic items, such as clothing
- describe the colors of items
- use masculine, feminine, and plural adjectives correctly
- describe differences between objects using the comparative and superlative

## Bargaining

### General Bargaining Information

In Morocco, bargaining is a part of life. It can sometimes be tiring for people not used to it, but with some cultural and language skills, it can become much easier. Some information about bargaining can also make the process simpler.

First of all, you need to know what items should be bargained for, and what items normally have fixed prices, even for Moroccans. This is not always easy to determine, since the place where you buy some things may determine whether the price is fixed or not. For example, some items that are sold at fixed prices in a **hanut** (e.g. laundry soap, vegetables, eggs) may be bargained for in the souk or from a street vendor. Ask your host family or watch other Moroccans in order to find out. Here are some general guidelines for whether prices are fixed or not:

#### Usually Bargained For

- any article of clothing
- any household or kitchen utensil, appliance, or furniture
- rent for a house or apartment
- taxi fares on **unscheduled** runs
- **anything** bought in a souk (e.g. grains in bulk, animals, rugs, etc.)
- anything bought from a street vendor who has no regular shop
- petit taxi fares if the **meter does not work**
- anything used or second-hand
- domestic help and services (maid, plumber, electrician, etc. Determine the price *before* the work is done.)

#### Seldom Bargained For

- things which are literally bought every day: mint, parsley, bread, coriander
- refill on a butagas
- cigarettes and alcohol
- meals or beverages in restaurants
- bus fares between scheduled stops
- taxi fares on regular runs
- price-controlled staple foods: sugar, oil, tea, flour, milk, butter, etc.
- anything bought in a pharmacy
- meat and vegetables, if the price per kilo is posted
- school supplies

It is also good to be aware of some of the standard tactics that are used between the buyer and the seller in Morocco. If you watch Moroccans, you will see many of these.

#### The Buyer's Tactics

- not showing too much enthusiasm for buying
- walking away when the seller has named the "lowest" price
- pointing out defects in the merchandise
- quoting a lower price for an identical item in another shop
- claiming not to have enough money to meet the seller's "lowest" price
- complimenting or flattering the seller (on his shop, merchandise, children, friendliness)

#### The Seller's Tactics

- not showing too much enthusiasm for selling
- turning away when the buyer has named the "highest" price
- noting the superior quality in the merchandise
- insisting that goods in other shops are not of the same quality
- claiming that in selling at the buyer's "highest" price he would be taking a loss
- complimenting or flattering the buyer (on his or her language ability, friendliness, expertise)

### The Buyer's Tactics

- acting insulted by the seller's price
- arguing that the difference between the seller's price and the price offered is insignificant; i.e. the seller should come down to the offered price
- pulling out one's money as if the offered price has been agreed upon

in bargaining)

### The Seller's Tactics

- acting insulted by the buyer's offer
- arguing that the difference between the buyer's price and his price is insignificant and the buyer should come up
- wrapping up the purchase as if the asking price has been agreed upon

When you are looking to buy an item that you know you will have to bargain for, there are a few things that you should probably try to avoid. These include:

- showing too much interest in, or too great a need for, a particular item
- carrying large sums of money, carrying expensive, previously-bought items, looking like a tourist
- having no idea what an item is really worth, or what is a fair price for that type of item
- being in a hurry
- buying with a guide (he gets a percentage of what you pay)

Always be prepared to pay a price you have named. Do not get too far into bargaining for something if you do not intend to buy it. If you are not clear on the currency in which you are bargaining (i.e. riyals), proceed slowly. In the end, don't let a bargaining scenario ruin your day. Most of us go unbothered by the sometimes huge markups on big-ticket items in America, yet we can be easily frustrated by a Moroccan merchant who makes an extra dollar or two off of us. Remember that one's peace of mind is worth something, too.

## Bargaining Expressions

It's too expensive!	ǧali bzzaf!	غالي بزّاف!
Lower the price.	nqṣ šwiya.	نقص شوية.
Give a good price.	ṣawb mǧaya f t-taman.	صاوب معايا ف التّمن.
I won't add even a ryal.	ma-n-zid htta ryal.	ما نزيد حتّى ريال.
I'll add nothing.	ma-n-zid walu.	ما نزيد والو.
It's too much for me.	bzzaf ǧliya.	بزّاف عليّ.
A good price.	šī taman mzyan.	شي تمنّ مزّيان.
A reasonable price.	šī taman mnasb.	شي تمنّ مناسب.
What's the last price?	axir taman, šhal?	أخّر تمنّ، شحال؟
How much will I get it for?	bšhal t-xllih (ha)?	بشحال تخلّيه (ها)؟
That's what I have (money)!	had š-ši l-li ǧndi!	هدّ الشي اللّي عندي!
That's my last price!	hada huwa axir taman dyali!	هدّا هوّ أخّر تمنّ دياي!

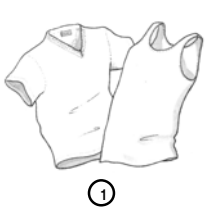
# Clothing

## Clothing Vocabulary

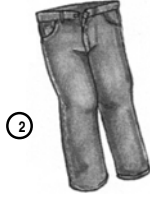
clothes

l-hwayj

الحوايج



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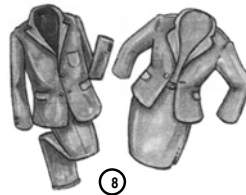
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1. sifiṭma	سيفيطة	11. fista	فستا
2. jean	دجين	12. jakiṭa	جاكيطة
3. srwal	سروال	13. pijama	بيجامة
4. qamija nṣ kmm	قميجة نص كم	14. kbbuṭ	كبوط
5. qamija	قميجة	15. smṭa	سمطة
6. grafata	گرافطة	16. T-shirt	تي شورت
7. jili	جيلي	17. šorṭ	شورط
8. kustim	كوستيم	18. šal	شال
9. triko	تريكو	19. slip	سلايپ

10. triko col v	تريكو كول في	20. şaya	صاية
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1. kswa	كسوة	11. sbrdila	سبرديلة
2. zif / fular	زيف / فولار	12. butyu	بوتيو
3. jllaba	جلابة	13. şbbat	صبات
4. gndura	گندورة	14. şndala	صندلة
5. liba	ليبيا	15. mššaya	مشاية
6. sutyanat	سوتيانات	16. xatm	خاتم
7. ligat	ليغات	17. halaqat	حلقات
8. kaskiṭa	كسكيطا	18. عقيق	عقيق
9. ṭagiya	طاكية	19. snsła	سنسلة
10. tqaşr	تقاشر	20. mḍl	مضل

### Clothing Expressions

Is there anything else?	weš kayna ši haja xora?	واش كاينة شي حاجة خرى؟
Give me size ... please.	εṭini n-nmra ... εafak.	عطيني النمرة ... عفاك.
Try this one on.	qiys hada / hadi.	قيس هذا / هدي.
Do you want another color?	weš bḡiti ši lun axor?	واش بغييتي شي لون آخر؟
I prefer this color.	kan-fḍl had l-lun.	كأنفضل هذ اللون.

It goes well with you.	ja / jat mɛak.	جا / جات معك.
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**Colors**

colors	l-lwan	اللون
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	Masculine Singular		Feminine Singular		Plural	
white	byḍ	بيض	biḍa	بيضة	biḍin	بيضين
blue	zrq	زرق	zrqā	زرقة	zrqin	زرقين
black	khl	كحل	khlā	كحلة	khlīn	كحلين
red	hmr	حمر	hmra	حمرة	hmrin	حمرين
yellow	ṣfr	صفر	ṣfra	صفرة	ṣfrin	صفارين
green	xḍr	خضر	xḍra	خضرة	xḍrin	خضرين
brown	qhwi	قهوي	qhwiya	قهوية	qhwiyin	قهويين
orange	limuni	ليموني	limuniya	ليمونية	limuniyin	ليمونيين
pink	wrdi	وردي	wrdiya	وردية	wrdiyin	ورديين
purple	ḥjri	حجري	ḥjriya	حجرية	ḥjriyin	حجريين
	mdadi	مدادي	mdadiya	مدادية	mdadiyin	مداديين
grey	rmadi	رمادي	rmadiya	رمادية	rmadiyin	رماديين
golden	dhbi	ذهبي	dhbiya	ذهبية	dhbiyin	ذهبيين
dark	mḡluq	مغلق	mḡluqa	مغلوقة	mḡluqin	مغلقين
light	mftuḥ	مفتوح	mftuha	مفتوحة	mftuḥin	مفتوحين
bright	naṣɛ	ناصع	naṣɛa	ناصعة	naṣɛin	ناصعين
faded	baht	باهت	bahta	باهتة	bahtin	باهتين

As you can see in the table above, feminine forms of colors are made by adding an “a” sound to the masculine form, and plurals are made by adding “in” to the masculine form.

**Dialogue**

Michael: s-salamu ɛalaykum.	مايكل: السلامُ عَلَيْكُمْ.
mul l-hwayj: wa ɛalaykum s-salam.	مول الحوايج: وَ عَلَيْكُمْ السَّلَام.
Michael: bḡit jllaba ɛafak!	مايكل: بغيت جلابة عفاك!
mul l-hwayj: mujud a sidi, ašmn nmra?	مول الحوايج: موجود أسيدي، أشمن نمرة؟
Michael: ma-n-ɛrf.	مايكل: ما نعرف.

mul l-hwayj: qiys hadi. Ah jat mεak!	مول الحوايج: قيس هدي. آه جات معك!
Michael: kayna ġir f had l-lun?	مايكل: كاينة غير ف هد اللون؟
mul l-hwayj: kayna f l-byd, s-sfr u l-khl.	مول الحوايج: كاينة ف البيض، الصفر و الكحل.
Michael: ara n-šuf l-byd εafak.	مايكل: أرا نشوف البيض عفاك.
mul l-hwayj: hak a sidi.	مول الحوايج: هاك أسيدي.
Michael: bšnal had š-ši?	مايكل: بشحال هد الشي؟
mul l-hwayj: hadi a sidi b 8000 ryal.	مول الحوايج: هدي أسيدي ب 8000 ريال.
Michael: ġaliya bzzaf, ġadi n-εtik ġir 3000 ryal.	مايكل: غالبية بزاف، غادي نعطيك غير 3000 ريال.
mul l-hwayj: lla, nqsti bzzaf. xudha b 6000.	مول الحوايج: لا، نقصتي بزاف. خودها ب 6000.
Michael: lla bzzaf. bslama.	مايكل: لا بزاف. ب السلامة.
mul l-hwayj: aji, aji, εtini ġir 5000 ryal.	مول الحوايج: أجي، أجي، عطيني غير 5000 ريال.
Michael: ġadi n-εtik 3500 ryal. bġiti mzyan ma-bġiti-š lla y-shl.	مايكل: غادي نعطيك 3500 ريال. بغيتي مزيان ما بغيتيش الله يسهل.
mul l-hwayj: ara a sidi 3500 ryal. ši bas ma-kayn.	مول الحوايج: أرا أسيدي 3500 ريال. شي باس ما كين.

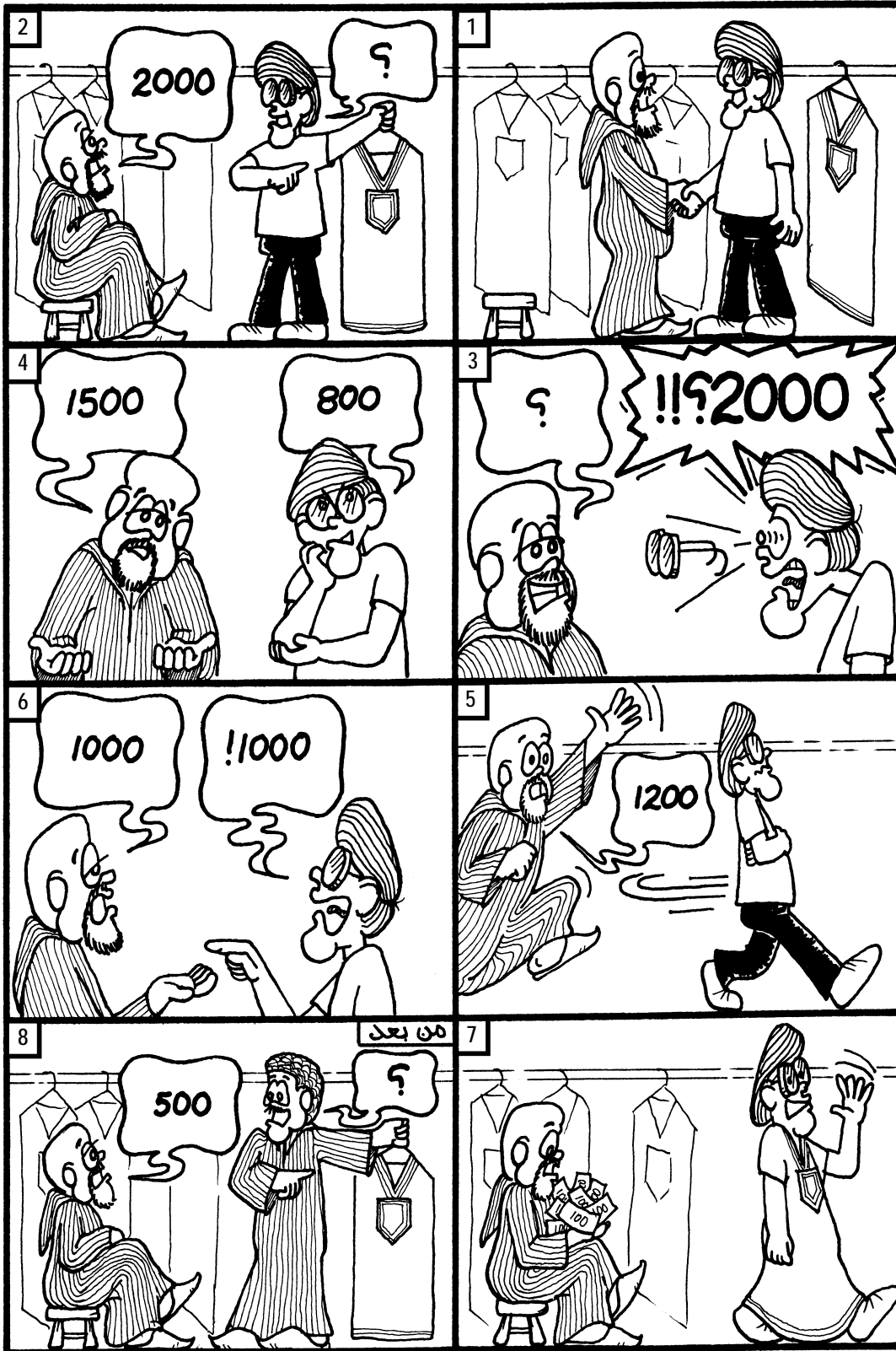
### Exercise: Read the text and answer the questions.

Saida εndha bzzaf d t-tšbin l-yum: s-srwal r-rmadi u l-qamiya l-biđa dyal rajlha. jean u T-shirt dyal wldha. l-kswa l-ħmra u j-jakiṭa z-zrqa dyal bntha. s-šaya l-xdra u z-zif l-byd dyal Saida. welakin, dyal mn t-tqašr l-khl?

سعيدة عندها بزاف د التصبين اليوم: السروال الرمادي و القميحة البيضة دبال راجلها. دجين و تي شورت دبال ولدها. الكسوة الحمرة و الجاكيطا الزرقة دبال بنتها. الصاية الخضرة و الزيف البيض دبال سعيدة. ولكن، دبال من النقاشر الكحل؟

1. dyal mn s-srwal r-rmadi? 1. دبال من السروال الرمادي؟
2. dyal mn T-shirt? šnu l-lun dyalu? 2. دبال من تي شورت؟ شنو اللون ديالو؟
3. weš l-kswa l-ħmra dyal Saida? 3. واش الكسوة الحمرة دبال سعيدة؟
4. weš s-šaya dyal Saida zrqa? 4. واش الصاية دبال سعيدة زرقة؟
5. šnu l-lun dyal t-tqašr? 5. شنو اللون دبال النقاشر؟

**Exercise: Write a dialogue for the following pictures. Try to write it without looking at the previous pages.**



## Adjectives

Adjectives come after the nouns they modify and must agree in gender and number. For example, if a noun is feminine and singular then the adjective that follows must be feminine and singular as well.

Feminine and plural forms of adjectives are derived from the masculine base form. The feminine form is made by adding an **a** (ة) to the end of the masculine form. The plural form, like with nouns, is not always predictable. The **two most common patterns** are: adding **in** (ين) to the masculine form, or replacing the long vowel **i** (ي) in the middle of an adjective with the long vowel **a** (ا). An example of each plural form:

	Masculine Singular	Plural
happy	frhan	frhanin
big	kbir	kbar

⇨ we add **in** to form the plural

⇨ we change **i** to **a** to form the plural

Adjectives in this first group (forming the plural with **in**) also have a feminine plural form that is used when **all** the members of a group are feminine. If there is a mixture of masculine and feminine people or objects, the masculine plural (often just called “plural”) is used. The feminine plural is formed by adding **at** to the masculine singular base form.

## Common Adjectives


English	Masculine Singular	Feminine Singular	Masculine Plural	Feminine Plural
good	mzyan مزيان	mzyana مزيانة	mzyanin مزيانين	mzyanat مزيانات
pretty / handsome / good	zwin زوين	zwina زويانة	zwinin زوينين	zwinat زوينات
bad / ugly	xayb خايب	xayba خايبانة	xaybin خايبين	xaybat خايبات
happy	frhan فرحان	frhana فرحانة	frhanin فرحانين	frhanat فرحانات
sad / angry	mqlq مقلق	mqlqa مقلقانة	mqlqin مقلقين	mqlqat مقلقات
clean	nqi نقي	nqiya نقية	nqiyin نقيين	nqiyat نقيات
dirty	mussx موسخ	mussxa موسخانة	mussxin موسخين	mussxat موسخات
harried	mzrub مزروب	mzruba مزروبانة	mzrubin مزروبين	mzrubat مزروبات
late	mεt̄t̄l معطل	mεt̄t̄la معطلة	mεt̄t̄lin معطلين	mεt̄t̄lat معطلات
soft	r̄tb رطب	r̄tba رطبانة	r̄tbin رطبين	r̄tbat رطبات
harsh	hrš حرش	hrša حرشانة	hršin حرشين	hršat حرشات
fresh	ṭri طري	ṭriya طرية	ṭriyin طريين	ṭriyat طريات

English	Masculine Singular	Feminine Singular	Masculine Plural	Feminine Plural
present	ḥaḍr حاضر	ḥaḍra حاضرة	ḥaḍrin حاضرين	ḥaḍrat حاضرات
absent	ḡayb غائب	ḡayba غائبة	ḡaybin غائبين	ḡaybat غائبات
sweet	ḥlu حلو	ḥluwa حلوة	ḥluwin حلوةين	ḥluwat حلوات
salty	malḥ مالح	malḥa مالحة	malḥin مالحين	malḥat مالحات
bland / tasteless	mssus مسوس	mssusa مسوسة	mssusin مسوسين	mssusat مسوسات
spicy	ḥarr حار	ḥarra حارة	ḥarrin حارين	ḥarrat حارات
open	mḥlul محلول	mḥlula محلولة	mḥlulin محلولين	mḥlulat محلولات
closed	msdud مسدود	msduda مسدودة	msdudin مسدودين	msdudat مسدودات
fried / grilled	mqli مقلي	mqliya مقلية	mqliyin مقليين	mqliyat مقليات
hungry	jiʿan جيعان	jiʿana جيعانة	jiʿanin جيعانين	jiʿanat جيعانات
thirsty	ʿṭṣan عطشان	ʿṭṣana عطشانة	ʿṭṣanin عطشانين	ʿṭṣanat عطشانات
busy	mšḡul مشغول	mšḡula مشغولة	mšḡulin مشغولين	mšḡulat مشغولات
lazy	mʿgaz معكاز	mʿgaza معكازة	mʿgazin معكازين	mʿgazat معكازات
tired	ʿiyan عيان	ʿiyana عيانة	ʿiyanin عيانين	ʿiyanat عيانات
reasonable / serious	mʿqul معقول	mʿqula معقولة	mʿqulin معقولين	mʿqulat معقولات
enough	kafi كافي	kafiya كافية	kafiyin كافيين	kafiyat كافيات
expensive	ḡali غالي	ḡaliya غالية	ḡaliyin غاليين	ḡaliyat غاليات
wide / large	wasʿ واسع	wasʿa واسعة	wasʿin واسعين	wasʿat واسعات
married	mzuwǰ مزوج	mzuwǰa مزوجة	mzuwǰin مزوجين	mzuwǰat مزوجات
old (something)	qdim قديم	qdimā قديمة	qdam قدام	
big (something) old (someone)	kbir كبير	kbira كبيرة	kbar كبار	










English	Masculine Singular	Feminine Singular	Masculine Plural	Feminine Plural
small (something) young (someone)	şğir صغير	şğira صغيرة	şğar صغار	şğar صغار
new	jdid جديد	jdida جديدة	jdad جداد	jdad جداد
far	bعيد بعيد	bعيدا بعيدة	bعاد بعاد	bعاد بعاد
near	qrib قريب	qriba قريبة	qrab قرب	qrab قرب
tall / long	ţwil طويل	ţwila طويلة	ţwal طوال	ţwal طوال
short	qşir قصير	qşira قصيرة	qşar قصار	qşar قصار
strong / correct	şhih صحيح	şhiha صحيحة	şhaH صاح	şhaH صاح
weak	dعif ضعيف	dعifa ضعيفة	dعaf ضعاف	dعaf ضعاف
simple / easy	bşit بسيط	bşita بسيطة	bşaţ بساط	bşaţ بساط
cheap	rxiş رخيص	rxişa رخيصة	rxaş رخاص	rxaş رخاص
poor	mskin مسكين	mskina مسكينة	msakn مساكن	msakn مساكن
sick	mriđ مريض	mriđa مریضة	mrađ مراض	mrađ مراض

**Exercise: Describe the following pictures using adjectives.**

1. hada kmm qşir.



2. hada kmm \_\_\_\_\_.

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# Comparative and Superlative Adjectives

## Comparative Adjectives

We use comparative adjectives when we are comparing two objects based upon some quality or characteristic. For example, in English we can say: I am **taller than** John. “Taller than” is the comparative form of the adjective “tall.” Here are the comparative forms for some Arabic adjectives:

Adjectives			Comparatives		
good	mzyan	مزيان	better	hsn (mn)	حسن (من)
nice	ḡrif	ضريف	nicer	ḡrf (mn)	ضرف (من)
tall / long	ṭwil	طويل	taller / longer	ṭwl (mn)	طول (من)
short	qṣir	قصير	shorter	qṣr (mn)	قصر (من)
big / old	kbr	كبير	bigger / older	kbr (mn)	كبر (من)
small / young	ṣḡir	صغير	smaller / younger	ṣḡr (mn)	صغر (من)
heavy	tqil	ثقل	heavier	tql (mn)	ثقل (من)
light	xḡif	خفيف	lighter	xff (mn)	خفّ (من)
old (thing)	qdim	قديم	older (thing)	qdm (mn)	قدم (من)
few	qlil	قليل	fewer	qll (mn)	قلّ (من)
cheap	rxix	رخيص	cheaper	rxṣ (mn)	رخص (من)
expensive	ḡali	غالي	more expensive	ḡla (mn)	غلى
sweet	ḡlu	حلو	sweeter	ḡla (mn)	حلى

As you can see above, for many adjectives (but not all) the comparative is formed by removing the long vowel *i* from the word. Here are some examples:

Sadia is younger than Malika.      Sadia ṣḡr mn Malika.      سعادية صغر من مليكة.

The train is better than the bus.      t-tran hsn mn l-kar.      التران حسن من الكار.

## Comparing Like Objects

In order to express that two things/people/etc. are the same, we can use either of two expressions:

the same / alike	bhal bhal	بحال بحال
the same / alike	kif kif	كيف كيف

Some examples:

Which is better: a blue shirt or a green one?      ama hsn: gamijja zrqa wlla xḡra?      أما حسن: قميجة زرقاء ولا خضراء؟

They are the same.      bhal bhal.      بحال بحال.

As the example shows, the word **ama** (أما) is used for comparisons when we mean “which.”

## Superlative Adjectives

The superlative adjective in Moroccan Arabic can be formed in two ways.

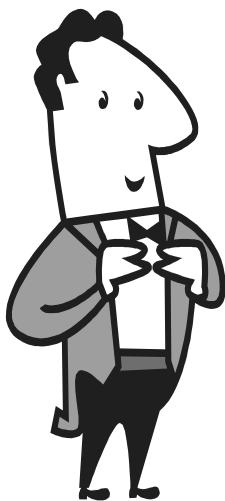
First, **by using the definite article with the adjective and inserting the personal pronoun:**

Omar is bright.	Omar mujtahid.	عمر مُجتهد.
Omar is the brightest student in the class.	Omar <b>huwa l-</b> mujtahid f l-qism.	عمر هُوَ المُجتهد ف القسم.
Susan is a pretty girl.	Susan bnt zwina.	سوزان بنت زوينة.
Susan is the prettiest.	Susan <b>hiya z-</b> zwina.	سوزان هيَ الزوينة.

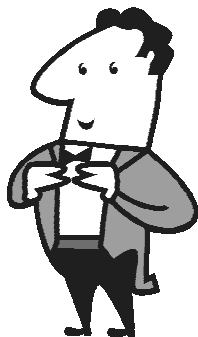
Second, **by prefixing “a” (i) to the comparative adjective:**

Casablanca is the largest city in Morocco.	ḍ-ḍar l-biḍa akbr mdina f l-mḡrib.	الدار البيضاء أكبر مدينة ف المغرب.
Toubkal is the highest mountain in Morocco.	tubqal aḡla jbl f l-mḡrib.	توبقال أعلى جبل ف المغرب.

### Exercise: Compare each pair using comparative adjectives.



Driss

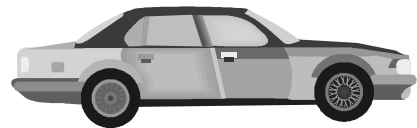


Hassan

ṭ-ṭomobil dyal Mary



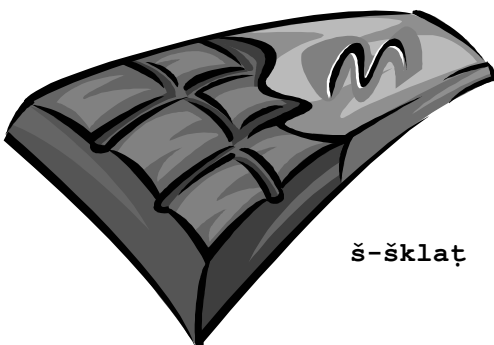
ṭ-ṭomobil dyal Mike



ḍ-ḍar dyal Mohamed



ḍ-ḍar dyal Judy

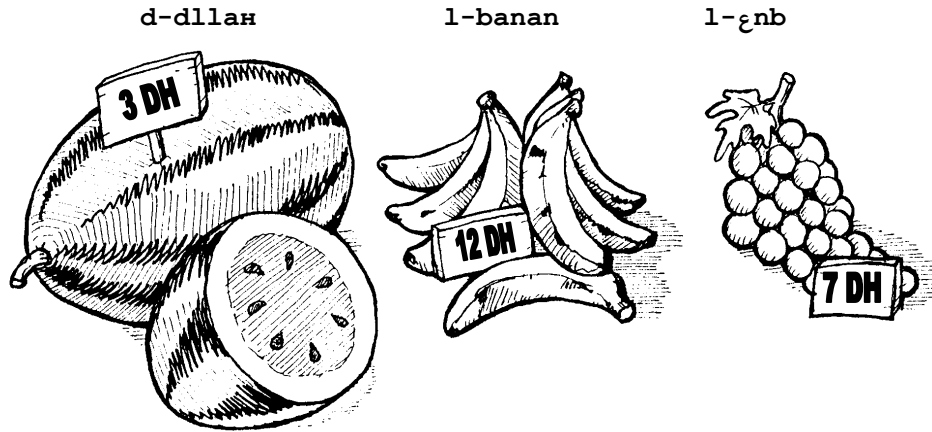


š-šklaṭ



l-xubz

Exercise: Answer the following questions based upon the drawing.



1. ama ɣla l-ɛnb wlla l-banan?
2. ama rxš d-dllaḥ wlla l-ɛnb?
3. ama ḥsn d-dllaḥ wlla l-banan?
4. ama ḥla l-ɛnb wlla d-dllaḥ?
5. weš l-ɛnb huwa aɣla fakiha?
6. šnu hiya l-fakiha r-rxiša?

1. أما على العنب ولا البنان؟
2. أما رخص الدلاح ولا العنب؟
3. أما حسن الدلاح ولا البنان؟
4. أما حلى العنب ولا الدلاح؟
5. واش العنب هو أعلى فاكهة؟
6. شنو هي الفاكهة الرخيصة؟

Moroccan Wisdom: اللي عضو الحنش، كيخاف من

الحبل.

l-li ɛḍḍu l-ḥnš, kay-xaf mn l-ḥbl.

*The one bitten by a snake is afraid of ropes.*

