

Product:

[Mercedes F1 Shirt]

Silverstone merchandise	Mercedes AMG F1	The race Works	F1 store (Fanatics)	Amazon	Uk soccer shop
Price: £18 (sale) £60 4.9 star	Price: £36.30(sale) £60.50 4.8 star	Price: £50.40(sale) £72 4.3 star	Price: £29(sale) £47 4.7 star	Price: £35.83(sale) £60.50 4.6 star	Price: £45(sale) £65 No reviews

Negotiation Website:

eBay
Price: £34.00 Reviews: 4.8 star

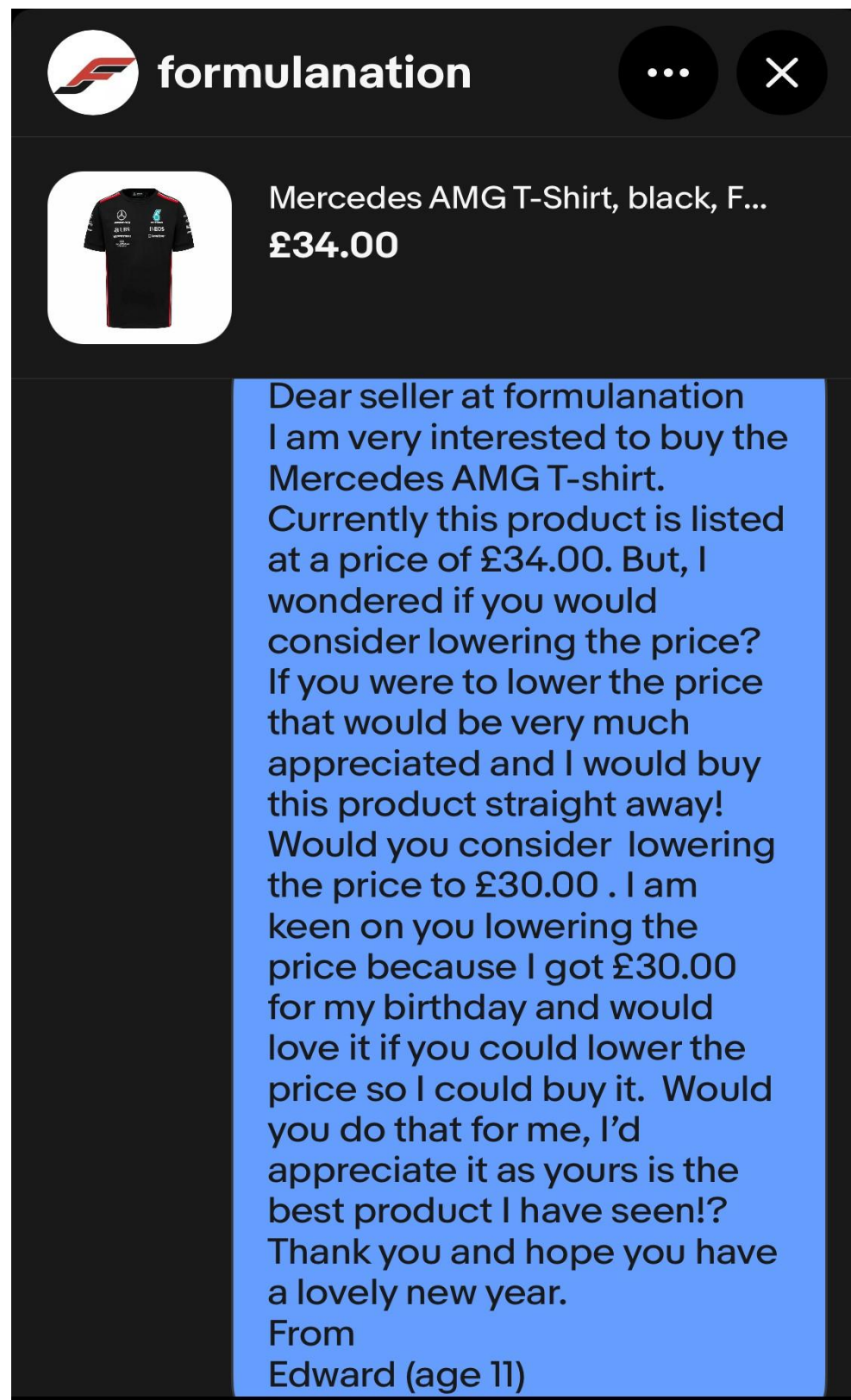
Negotiation:

I researched the best ways to get a seller to lower the price of their email and then used that to create a sort of list/plan about what I need to include.

Plan:

1. Polite greeting
2. Act interested.
3. Notice price
4. Reason to lower
5. Offer price.
6. Be open.
7. Add urgency.
8. Close politely
9. Stick to the point

Final email:



Plan

Before you begin, explain in detail: how you plan to achieve this task, how much of this you have done before, what worries you most about this challenge and what excites you about this challenge and any other relevant information

To achieve this task, I must first think of a product that I have some deeper knowledge in. Then once I have an idea of which products I have pre-knowledge, I then will think in which of those products had some sort of varied prices so would be interesting to negotiate for. The Product that I end up choosing cannot be too cheap because then there is no point in trying to negotiate with the seller.

Now that I have decided on my product — a Mercedes F1 shirt — I will then have to create a Word document of a few online websites, due to this product not being sold in shops in the local area. Then I must use the table to create a range of the prices and get a sense of the ratings for each product so that I know which products are too good to be true.

Then I will go and research the product on eBay and see if I can create a sort of plan on what I should write in the email. So I do not just send an unprepared message to the product owner asking to lower the price. Then once I have written the plan then I will send the message to the owner of the product and hope for good news back. If they reply no, or do not respond, then that is OK because they just do not want to lower the price down and that is their choice.

I would say what worries me most about this challenge is that I might not draft a good enough email to the seller. It could have genuinely been straightforward to get the seller to lower the price down, but I could not do it. I have only done this sort of thing once before and that was stretching it with calling it similar, the lack of experience is what worries me the most.

I have not done much of this before, as I just said previously. The only thing that I have done like this is my sister and I went out and did a book sale in our front yard. This is similar in a way because instead of trying to lower the prices like I am doing now, I was trying to stop the customers from trying to lower the price too much.

And finally, the most exciting thing about this is like y worry in a way because I will get to do something for the first time because I have not really done something like this before. Also, I think it will be nice to be on the other side of the arranging the deal for once for a change.

Reflection

Having completed the challenge, explain in detail: what you feel you have learned throughout this task, how much you enjoyed this challenge, if your worries were justified, how you think having completed this challenge could be of use to you in the future etc

Throughout the task I had learnt a lot. I learnt, for one, how you look on different websites to compare the prices of different websites or shops products and which ones are too good to be true and which ones are genuinely excellent value. I also learnt how to contact a seller on eBay and what you write in it to get the seller's attention and nice tricks for them to lower the price.

Surprisingly, I think that I have really enjoyed this challenge, it feels pleasant to pick out a product that you really want, and then see it on all these official merchandise websites of which you have never heard. I would say that the one thing that I really did not like about this challenge, is that I did not get a reply from the seller, which was disappointing. But never mind, the worst that could have happened was for them to have said no.

I do not think that my worries were justified because there really is not a need to stress about them saying no because that is fine. They have already accepted an offer, and so they just do not feel like they want to accept mine when I lower the price. Also, if it genuinely was easy to make them lower the price, it is OK that I did not, I am a kid.

If I ever need to buy something on eBay, that will be a lot, and the price is a bit high, this will help me to then see other websites or then even to contact the eBay seller.