



Activity 2.3 Instruction Forms for Sellers and Buyers

Sellers:

- Seller: You are a college student selling your used copy of a college math textbook that you no longer need.
- Another student who does need the textbook will be coming by today to purchase the textbook. This is great because you need to eat this week and really need to sell it.
- You are seller _____, (refer to the letter that is assigned to you).
- The lowest price you can accept without making a loss is \$20 (the bookstore offered to buy back the book for \$20 and you want to sell it on your own for more than that).
- Write your seller letter on your “Seller” badge.
- Allow the buyer to offer you a price first. Take the first offer as long as it is above \$20. If you are offered a price below your \$20 minimum, you can negotiate.

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Buyers:

- a. You are in the market for a used copy of a college math textbook. You must have this textbook in order to do well in the course and complete the required homework assignments. You want to buy a used copy because it should be less expensive than the \$150 cost of the brand new copy of the textbook in the bookstore.
- b. In the market you will be known as buyer # _____ (refer to the number that is assigned to you). Please also write this number on your “Buyer” badge. This badge is to be worn when you are in the market.
- c. Write your buyer number in the form of dollars.
- d. \$ _____.
- e. When transacting with a seller, you should make the first offer. If the seller doesn’t accept your initial offer, you can negotiate.

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