

APPENDICES

APPENDIX 1

SEEDS AND NUTS STORE

Conversation 1

Context

A middle-aged Javanese man bought coffee in a seeds and nuts store. The seller was a middle-aged Chinese woman who looked younger than the buyer.

- Buyer : Bu, iki kopi piro iki bu?
'How much is the price of this coffee?'
- Seller : Selawe setengah iku pak kopine
'The price of the coffee is twenty five thousand five hundred.'
- Buyer : Selawe ae.
'Just give it for twenty five thousand.'
- Seller : Ape njupuk piro?
'How many kilos are you going to buy?'
- Buyer : Rong kwintal
'Two hundred kilos.'
- Seller : Yo, tak potong rong ngatus seket lah. Selawe rong ngatus seket
'Okay, I'll give two hundred and fifty reduction. Twenty five thousand two hundred and fifty.'
- Buyer : Masak Allah bu, selawe ah.
'Oh my God, just give it for twenty five thousand.'
- Seller : Ojok, apik iku kopine pak. Kopi malang iku, apik, jamin.
'Don't, that is good quality coffee. The coffee is from malang, best quality, I guarantee.'
- Buyer : Yo wes, yo wes. Aku gelem rong kwintal ae.
Okay, okay. Give me two hundred kilos.
- Seller : Rong kwintal yo.
Ayo rek timbangno rong kwintal.
'Okay, two hundred kilos.'
'Guys, please prepare his coffee.'

Conversation 2

Context

A young Madurese woman bought candlenuts in a seeds and nuts store. The sellers was a middle-aged Chinese woman.

- Buyer : Cik, kemiri barempa cik sekilo?
'Ma'am, how much is the price of one kilo candlenut?'
- Seller : Kemiri pecah apa kemiri bungkos?
'Whole candlenuts or raw candlenuts?'

- Buyer : Kemiri pecah.
'Whole candlenuts.'
- Seller : Kemiri pecah, kemiri pecah ngalak barempa?
'Whole candlenut, how many whole candlenut are you going to buy?'
- Buyer : Ngalak sepoloh
'Ten kilos.'
- Seller : Sepoloh, engkok betong sanga beles la ngodeh.
'Ten kilos, I give you special price, nineteen thousand.'
- Buyer : Tak ole korang ye cik?
'Can you reduce the price?'
- Seller : Beh, tak oleh, pas. Mong ngalak eceran, sanga beles setengah.
'Uhm, cannot, the price is fix. The non wholesale price is nine thousand and five hundred.'
- Buyer : Tang peseh du ratos cik, oleh berempah kilo? Sepoloh?
'My money is two hundred thousand, how many kilos will I get? Ten?'
- Seller : Iye, sosok lema ebuh legik. Iyeh, deddi apa enjek? Mon jadi etaningin, mong enjek enjek.
'Yes, the change is five thousand. So, will you buy it or not?'
- Buyer : Jadi
'Buy.'
- Seller : Yowes, ayo rek, sepoloh kilo kemiri pecah, taningi.
Yak, sosok e, peessena berempah? Duratos ye?
'Okay, guys, prepare ten kilos candlenut for her.'
'Well, the change, how much is your money? Two hundred thousand, right?'
- Buyer : Iye, duratus
'Yes, two hundred thousand.'
- Seller : Sosok lema ebuh ye.
'The change is five thousand.'
- Buyer : Iye, taning ye.
'Okay, I buy it, okay.'

Conversation 3

Context

An old Madurese woman bought some daily needs in a seeds and nuts store. The seller was a middle-aged Chinese woman.

- Buyer : Gan barempa kopi cik?
'Ma'am, how much is the price of the coffee?'
- Seller : *silent*
- Buyer : Mara dhulien ebellie cik, je' areya celleng reya cik
'Faster please, I want to buy this black coffee.'
- Seller : Petong polo lema' sepoloh
'Forty five thousand per kilo if you buy ten kilos.'
- Buyer : Ta' bisa korang ta cik? Mon sa'ang rowa saparapat barempa se celleng ?
'Can't you reduce the price?'

- Seller : Pettong polo lema'. Oh, se celleng pa' polo tello'
'Forty five thousand. Oh, the black one is forty three thousand.'
- Buyer : Mon areya gan berempa cik?
'How about the price of this one?'
- Seller : Apa? Nem lekor setengah. Nem lekor setengah
'What? Twenty six thousand five hundred. Twenty six thousand five hundred'
- Buyer : Kacek berempah bi' reya?
'How much is the difference with this one?'
- Seller : Kacek... kacek du ebuh
'The difference is.. two thousand'
(The seller was talking with other buyers)
- Buyer : Areyah kopi apa cik?
'What kind of coffee is this?'
- Seller : Kopi celleng.
'Black coffee.'
- Buyer : Mara se kemma cik?
'Uhm, which one should I buy?'
- Seller : Seng apa
'Which one?'
- Buyer : Ye nyamanan jeriya bi' riya. Jek se larang
'I think either this one or this one. Don't give me the expensive one.'
(The seller was talking with other buyers)
- Buyer : Reya cik, mak cek larangnga reya cik
'This one, why this one is so expensive.'
- Seller : Ye enjek.
'No.'
- Buyer : Ye dhina cik sengko' ngala'a reya cik.
'Okay then, I'll buy this one.'
- Seller : Apaan?
'What?'
- Buyer : Se riya
'This one!'
- Seller : Du kilo ye?
'Two kilos, right?'
- Buyer : sakilo bein
'One kilo only.'
(The seller was talking with other buyers)
- Buyer : Kurangin cik, apik-apik kok.
'Cut the price please, the coffee is good.'
(The seller was talking with other buyers)
- Seller : Sa'ang lema ebuh, seperapat sapuluh ebuh
'The price of the pepper is five thousand, quarter of a kilo worth ten thousand.'
- Buyer : Potong seperempat cik, hehe (laugh)
'Cut the price if I buy quarter of a kilo, hehe.'

- Seller : Sa'ang naik.'
'The price of pepper is rising.'
- Buyer : Yang pake merk.
'I want the one which has brand.'
- Seller : Berempah?
'How many'
- Buyer : Tello' empa'
'Thirty four'
- Seller : Be'na melle berempa? setengah nem poloh ebu.
'How many do you want to buy? Half of a kilo sixty thousand.'
- Buyer : Nyambelih e sape. Mon nyambelih sape melle du kilo.
'I want to slaughter a cow. If I slaughter a cow, I need two kilos.'
- (The seller was talking with other buyers)
- Buyer : Baddhain palastik moso ano. Mon reya berempa cik?
'Put that inside the plastic bag. How much the price of that one?'
- Seller : Du polo
'Twenty thousands'
- Buyer : Ariya
'This one?'
- Seller : Selawe
'Twenty five thousand.'
- Buyer : Oh saghami'. Padha bai.
'Oh, twenty five thousand. The same.'
- Seller : Larangan se bungkol
'The whole pepper is more expensive.'
- (The seller was talking with other buyers)
- Seller : Kemiri ye sekilo.
'Do you want to buy candlenuts, half of a kilo only.'
- Buyer : Tak tao cik, ca'na kake.
'I don't know. Up to you.'
- Seller : Sakilo ye.
'One kilo, okay?'
- Buyer : Yot
'Okay.'
- Seller : Senga' korang dagghik.
'Is one kilo enough?'
- Buyer : Tenang, Dagghik mon korang melle e pasar.
'It's okay, if that's not enough I'll buy it again at market.'
- (The seller was talking with other buyers)
- Seller : Pa' polo sanga'. Sa'ang enjek?
'Forty nine thousand. Will buy the pepper?'
- Buyer : Enjek.
'No'
- Seller : Soso' tello ebu ye. Kalangkong ye
'The change is three thousand. Thank you.'
- Buyer : Oh kecap

'Oh, soy sauce.'

Seller : Kecap melle e dhalam sengko' tak ajual

'You can buy the soy sauce inside, I don't sell it.'

Conversation 4

Context

A Javanese woman, whose aged around thirty, bought some necessities in a seeds and nuts store. The seller was a middle-aged Chinese woman.

Buyer : Cik, iki berapa?

'Ma'am, how much does it cost?'

Seller : Sekilo dua dua

'One kilo, twenty two thousand'

Buyer : Piro lek setengah?

'How about half kilo?'

Seller : Setengah sebelas

'Half kilo eleven thousand'

Buyer : Yo wes, setengah ae. Lek sing iku njupuk telu piro?

'Okay then, I buy half kilo. How about that one, if I buy three kilos, how much will the price be?'

Seller : Opo?

'Which one?'

Buyer : Iku lo

'That one.'

Seller : Songolas setengah

'Nineteen thousand and five hundred'

Buyer : Ga songolas ta,hah?

'How about nineteen thousand?'

Seller : Songolas setengah. Sepolohan songolas. Telong kilo songolas setengah Murah. Sak kiloan telu?

'Nineteen thousand and five hundred. If you buy ten kilos, the price is Nineteen thousand each. Three kilos for nineteen thousand and five hundred each, that's already cheap. One kilo times three?'

Buyer : Loro

'Two'

Seller : Loro ta telu?

'Two or three?'

Buyer : Loro

'Two'

Seller : Duek ye (talking to her servant)

Opo maneh?

'She wants two (talking to her servant)'

'What else?'

Buyer : Wes iku ae.

'That's all'

Seller : Total e jadi solas ewu, terus iku songolas setengah pindo

Seket persis mbak e.

‘The total is, eleven thousand, and that one is nineteen thousand and five hundred times two. All is fifty thousand.’



GARLIC AND SHALLOT STORE

Conversation 5

Context

A young Javanese man bought a kilo of garlic in a garlic and shallot store. The seller was a young Madurese woman.

- Buyer : Bawang putih piro?
‘How much is the price of the garlic?’
- Seller : Sing lakik iku songolas
‘That male garlic is nineteen thousand.’
- Buyer : Gak oleh kurang?
‘Can’t you reduce the price?’
- Seller : Tuku akeh ta?
‘Are you going to buy a lot?’
- Buyer : Gak, sekilo ae.
‘No, only one kilo.’
- Seller : Nek sekilo yo pas. Sing iki pitulas, sing iku limolas
‘If you only buy one kilo, the price is fix. This one is seventeen thousand, that one is fifteen thousand.’
- Buyer : Yo wes, aku arep sing iki ae.
‘Okay, I want to buy this one.’
- Seller : Iki?
‘This one?’
- Buyer : Iyo.
‘Yes.’

Conversation 6

Context

A middle-aged Javanese woman wanted to buy male garlic in a garlic and shallot store. The seller was a young Madurese woman.

- Buyer : Kating sekilo regane piro?
‘How much is the price of one kilo male garlic?’
- Seller : Songolas
‘Nineteen thousand.’
- Buyer : Limolas ga oleh?
‘Fifteen thousand, is that okay?’
- Seller : Sing iki limolas
‘This one is fifteen thousand.’
- Buyer : Sing iki ga oleh?
‘How about this one?’
- Seller : Ga onok kating limolas iku. Tuku piro seh?
‘There is no male garlic worhts fifteen thousand. How many kilos are you going to buy?’
- Buyer : Limang kilo

- ‘Five kilos.’
 Seller : Yo wes, pitulas setengah ae.
 ‘Okay, okay, I give it to you for seventeen thousand and five hundred.’
 Buyer : Gak, ga sido wes.
 ‘No, I don’t buy.’

Conversation 7

Context

A middle-aged Chinese woman bought a kilo of shallot in a garlic and shallot store. The seller was a young Madurese woman.

- Buyer : Mbak, sing gede sekilo piro berambang?
 ‘Miss, how much is the price of this bigger shallot?’
 Seller : Telong puluh
 ‘Thirty thousand.’
 Buyer : Telong puluh? Lek sing cilik?
 ‘Thirty thousand? How about the smaller one?’
 Seller : Wolu lekor
 ‘Twenty eight thousand.’
 Buyer : Gak kurang ta sing telong puluh iku?
 ‘Can’t you reduce the price of the one that worths thirty thousand?’
 Seller : Pas
 ‘Fix price.’
 Buyer : Hah?
 ‘Hmm?’
 Seller : Pas.
 ‘Fix price’
 Buyer : Pas e piro?
 ‘How much is the fix price?’
 Seller : Pas kabeh
 ‘Fix price’
 Buyer : Pas kabeh? Gak isa kurang ta?
 ‘All prices are fix? Can’t you reduce the price?’
 Seller : Pas (with rising intonation)
 ‘Fix price.’
 Buyer : Sing gede ae yo sakilo yo?
 ‘The bigger one, only one kilo, okay?’
 Seller : Telong puluh pas
 ‘Thirty thousand, fix.’
 Buyer : Sing cilik?
 ‘The smaller one?’
 Seller : Wolu likur pas.
 ‘Twenty eight thousand, fix.’
 Buyer : Wolu likur pas yo. (with the intention to make sure about the given price)
 Ga selawe ta?
 ‘Twenty eight thousand, fix, right?’

- ‘How about twenty five thousand?’
 Seller : Ga oleh, enem likur ae ga oleh. Bah pitu likur ga oleh, wes pas iku.
 ‘Cannot, twenty six thousand, I cannot sell it. Even if the price is twenty seven thousand, I will not sell it either. The price is fix.’
 Buyer : Yo wes sak kilo ((pause)) sing cilik ae.
 ‘Okay then, I buy one kilo ((pause)) the smaller one.’

Conversation 8

Context

A young Chinese woman bought half of a kilo of shallot in a garlic and shallot store. The seller was a young Madurese woman.

- Seller : Ayo, yang mana?
 ‘Hi, which one do you want to buy?’
 Buyer : Sekiloe berapa bu?
 ‘How much does it cost?’
 Seller : Yang mana?
 ‘Which one?’
 Buyer : Bawang merah
 ‘The shallot.’
 Seller : Yang ini dua enam, yang ini dua lima
 ‘This one is twenty six thousand, this one is twenty five thousand.’
 Buyer : Bedanya apa?
 ‘What is the difference?’
 Seller : (silent)
 Buyer : Bedanya apa ya?
 ‘What is the difference?’
 (Buyer was talking with another buyer)
 Buyer : Ini dua berapa tadi?
 ‘This one, twenty.. how much?’
 Seller : Dua eman, ini dua lima
 Twenty six thousand, this one twenty five thousand
 Buyer : Ga boleh kurang ta?
 ‘Can’t you reduce the price?’
 Seller : Yang ini dua lima pas e, yang ini dua empat
 ‘The fix price for this one is twenty five thousand, this one is twenty four thousand.’
 Buyer : Kalo seperempat jadi kena e piro?
 ‘If I buy a quarter kilos, how much does it cost?’
 Seller : Oh, seperempat mahal ma, delapan ribu
 ‘Oh, a quarter kilo is more expensive, eight thousand.’
 Buyer : Lek setengah kilo?
 ‘How about half kilo?’
 Seller : Setengah, tiga belas setengah
 ‘Half kilo, thirteen thousand.’

- Buyer : Yang ini lebih bagus ya berarti ya?
‘This one has better quality compared to this one, right?’
- Seller : Iya
‘Yes’
- Buyer : Setengah berapa? Tiga belas ya?
‘Half kilo, how much does it cost? Thirteen thousand, okay?’
- Seller : Tiga belas setengah
‘Thirteen thousand and five hundred’
- Buyer : Ga oleh kurang maneh ta? Sepuluh?
‘Can’t you reduce the price? Ten thousand?’
- Seller : (talking with someone in the phone)
- Buyer : Sepuluh ya? Gak oleh?
‘Ten thousand, is that okay?’
- Seller : Gak boleh, tiga belas sayang. Kalo setengah itu hargane itu lain setengah kilo.
‘No, thirteen thousand darling. If you buy half kilo the price is different.’
- Buyer : Piro pas e iki?
‘How much is the fix price?’
- Seller : Pas itu. Setengah tiga belas setengah
‘Fix, thirteen thousand and five hundred.’
- Buyer : Gak oleh kurang maneh ta?
‘Can’t you just reduce the price?’
- Seller : (silent)
- Buyer : Yang ini tiga belas setengah, yang ini tiga belas. Bedane lima ratus ya sama ini? Ini, ga oleh kurang maneh ta?
‘This one is thirteen thousand and five hundred, this one is thirteen thousand. The difference between this one and that one is five hundred, right? For this one, can’t you reduce the price a bit?’
- Seller : Setengah itu aslinya lebih mahal,iya. Eceran, kalo beli dua kilo tiga kilo itu lain lagi.
‘If you buy half kilo, that must be more expensive, because that’s not wholesale price. If you buy, two or three kilos, the price would be different.’
- Buyer : Ya udahlah, mau setengah kilo ae.
‘Okay then, I’d like to buy 500 grams.’
- Seller : Yang ini apa ini?
Yang ini tiga belas, yang ini tiga belas setengah
‘Which one?’
‘This one is thirteen thousand, that one is thirteen thousand and five hundred.’
- Buyer : Yang ini aja, pilihno sing apik ya bu.
Lek sing ini punya e podo ta?
‘I buy this one, give me the good one please.’
‘How about this one?’
- Seller : Lebih mahal itu,lima belas setengah
‘That one is more expensive, fifteen thousand and five hundred.’

- Buyer : Beda e opo?
'What is the difference?'
- Seller : Probolinggo
'Probolinggo'
- Buyer : Oh, Probolinggo
'Oh, Probolinggo'
- Seller : Wes, iki, tiga belas setengah
'Okay, here it is, thirteen thousand and five hundred.'
- Buyer : (pay with one piece of IDR 50.000)
- Seller : (give the change) Yo wes, ta itung tiga belas ae.
'(give the change) Well, I sell it to you thirteen thousand only.'
- Buyer : Makasih bu.
'Thanks ma'am'



APPENDIX 2

SEEDS AND NUTS STORE

| Request Strategies | Utterances | Buyers' Ethnicity | |
|--------------------------------------|---|--|----------|
| Direct Level | Selawe ae | Javanese | |
| | Masak Allah Bu, selawe ah | | |
| | Reya cik, mak cek laranga reya cik | Madurese | |
| | Kurangin cik, apik- apik | | |
| | Potong seperempat cik | | |
| | Explicit Performatives | n/a | |
| | Hedged Performatives | n/a | |
| | Obligation Statement | n/a | |
| Want Statement | Y o wes, yo wes,. Aku gelem rong kwintal ae. | Javanese | |
| Conventionally Indirect Level | Suggestory Formula | Ga songolas ta, hah? | Javanese |
| | Query Preparatory | Tak ole korang ye cik? Tak bisa korang ta cik? | Madurese |
| Non-Conventionally Indirect Level | Strong Hint | Tang peseh du ratos cik, oleh berempah kilo? | Madurese |
| | | Lek seng iku njupuk telu piro? | Javanese |
| | Mild Hint | n/a | |

GARLIC AND SHALLOT STORE

| Request Strategies | | Utterances | Buyers' Ethnicity | |
|-----------------------------------|------------------------|----------------------------------|---|----------|
| Direct Level | Mood Derivable | Tiga belas ya | Chinese | |
| | | Sepuluh? | | |
| | | Sepuluh ya? | | |
| | | Pilihno sing apik ya bu | | |
| | Explicit Performatives | n/a | | |
| | Hedged Performatives | n/a | | |
| Obligation Statement | n/a | | | |
| Want Statement | Want Statement | Y o wes, aku arep seng iki ae. | Javanese | |
| | | Yo wes sak kilo, sing cilik ae. | Chinese | |
| | | Ya udahlah, mau setengah kilo ae | | |
| Conventionally Indirect Level | Suggestory Formula | Limolas ga oleh? | Javanese | |
| | | Sing iki ga oleh? | Chinese | |
| | | Ga selawe ta? | | |
| | Query Preparatory | Query Preparatory | Gak oleh kurang? | Javanese |
| | | | Gak oleh kurang ta sing telong puluh iku? | Chinese |
| | | | Pas kabeh? Gak isa kurang ta? | |
| | | | Ga boleh kurang ta? | |
| | | | Gak oleh kurang maneh ta? | |
| | | | Gak oleh? | |
| | | | Gak oleh kurang maneh ta? | |
| Gak oleh kurang maneh ta? | | | | |
| Non-Conventionally Indirect Level | Strong Hint | Pas e piro? | Chinese | |
| | | Piro pas e iki? | | |
| | | Sing gede ae yo sakilo yo? | | |
| | Mild Hint | Mild Hint | Hah? | Chinese |
| | | | Sing cilik? | |