

Excerpt 5.

01 (#3.6)

sal >>approaches the customers->

cus1 >>examining the product(s) ->

cus2 >>examining the product(s) ->

fig #fig.5.1



Figure 5.1

02 SAL : \$yokattara otameshi deki masu node#:.:

if.you.like try can HNR then

If you like you can try it out so:

sal \$lks at cus1->

fig #fig.5.2



Figure 5.2

03 CUS1: haSi

yes

Yes

sal ->\$gz at the shelf

04 SAL : *ha:i#

right

R:right

->*stops

fig #fig5.3

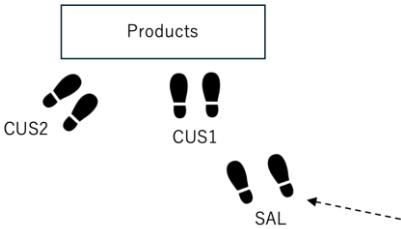


Figure 5.3

05 (0.6)

06 CUS1: <nenrei> na+n desu kedo#,

age CP HNR but

(Could you tell me the target) age (for this product?)

+lks back->

fig #fig.5.4



Figure 5.4

07 SAL : %hai.

yes

Yeah.

%moves fwd->

08 (0.4+)

cus1 >,,,+

09 SAL : daitai kochira syogakusei %#san desu ka ne::[:

roughly this one elementary school student HNR CP QP FP

(The target age for) this product is roughly for elementary school children

sal ->%

fig #fig.5.5



Figure 5.5

10 CUS1:

/a, soo desu ka.

ITJ it CP QP

[Oh, it is.