

THE USE OF BLENDED LEARNING THEORY IN NEGOTIATION TEXT MATERIAL IN HIGH SCHOOL

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Abstract

The background of this research is because I was inspired by the pandemic conditions that hit the country. Students often confide in the researcher. They want material that is contemporary, contextual, not merely textual. Therefore, the researcher took one of the materials about the negotiation text combined with the blended learning theory. The negotiation text that the researcher used was a text about conversation in one hospital, which was sourced from an online news site. The method that researcher use in this research is descriptive analysis. The researcher took the blended learning literature by Wasis D Dwiyo. The results of this study indicate that blended learning is beneficial when it is translated into negotiation text material. Last but not least, the conclusion of this research shows that blended learning is beneficial when combined with negotiation text material.

Keywords: Blended, Learning, Negotiation, Text

Introduction

During the current pandemic, the government, through the Minister of Education and Culture, has issued an announcement for students to study from home or online. It is like two sides of a coin, there is good and there is bad. The good thing is, among others, teachers and students are protected from Covid 19 transmission, also teachers and students will also be increasingly challenged to be creative in cyberspace. The bad things are that students feel bored because of the large amount of textual material and emotional relationships between teachers and students that begin to drift apart in the delivery of learning material.

One of the materials that began to detach emotionally between the teacher and students was the negotiation text material. This is because in essence the delivery of this material by the teacher must be offline. Negotiation text should be put into practice right away, because it is related to a text of, such as, buying and selling activities in the market, and the activity of buying and selling cars.

Negotiation text material is indeed suitable for grade X Senior High School students who are indeed transitioning from late teens to early adulthood. In this study, the researcher will combine negotiation text material with the blended learning theory. Then, in this study, the researcher will take the negotiation text material from an online site.

One of the definitions of the negotiating text according to the online Kamus Besar Bahasa Indonesia developed by Setiawan (2021) is, bargaining process by way of negotiating to reach a mutual agreement between one party (group or organization) and another party (group or organization).

Methodology

This study aims to analyze the two negotiation texts. Because it is intended to explore deeper into the perspective phenomenon used by the author of the article, the appropriate research method for this research is descriptive analysis method. This is consistent with what

Creswell (16: 2012) states, analytical descriptive research aims to study a problem and develop an in-depth understanding of a phenomenon.

The subject of this study consisted of the same two articles about negotiation texts that came from online-based media. As for the place of research in this study is online media. The reason for the consideration of taking data there is because it has a wider range of news without being limited by space and time as well as the ease of access at any time. To collect data in this study, researchers conducted literature and documentation studies. In order to support literature study data, this research is not only online-based but also offline-based data which retrieves data from various learning and language books. This data that has been obtained will be arranged based on needs which will then be analyzed through the stages of data display, data reduction, and data verification (Creswell: 2012).

Findings and Discussion

The understanding of the blended learning theory of Dwiyo (59: 2018) is learning that combines or mixes face-to-face learning and computer-based learning (online and offline). Then, still according to Dwiyo (66-68: 2018), there are six types of blended learning classifications, namely:

1) Face to Face Learning, learning is carried out with the physical presence of the instructor who does the presentation of the material physically but does not carry out electronic communication;

2) Independent Learning, learning is carried out without presentations and the presence of teachers and without electronic communication, meaning that students learn on their own;

3) Learning Asynchronous, learning is carried out without the presence of a teacher but is carried out by

unsynchronized electronic communication;

4) Synchronous Learning, learning is done in virtual and synchronous electronic communication;

5) Asynchronous Blended Learning, learning is carried out with occasional teacher attendance and combined or mixed electronic communication; and

6) Synchronous Blended Learning, learning is carried out in the presence of teachers and by electronic communication.

The type of blended learning in this study is type number 6. Because it is still in a pandemic era, the researcher assigns students to act out a dialogue between the seller and the buyer in their respective places. Students demonstrate the dialogue with brother/sister/people who are at home. Then the students recorded in the form of a video and sent the results of demonstrating the dialogue to the researcher's email address. Furthermore, the researchers held an online meeting via the zoom application with the students. In the middle of the online meeting, researchers will display videos sent by students. Below are the negotiating texts that the researcher studied.

1. The first negotiation text (<https://www.ilmusiana.com/2020/01/content/teks-negosiasi-jual-beli-di-pasar.html?m=1>)

The following negotiating dialogue between fish seller and buyer in the market:

Seller: "Come on please buy, please buy the fish."

Buyer: "Excuse me Sir, how much is a kilo of fish?" (pointing at the milkfish)

Seller: "30 thousand Ma'am the price."

Buyer: "If the price of this fish, Sir?" (while pointing at skipjack fish)

Seller: "45 thousand Ma'am the price."

Buyer: "If I buy both how many Sir?"

Seller: "Everything is 75 thousand Ma'am."

Buyer: "What if the price of these two fish is just 60 thousand?"

Seller: "Wow, you can't, Ma'am, the capital doesn't close."

Buyer: "I will add it to 63 thousand Sir, how do you do it?"

Seller: "Ma'am, I haven't gotten it either. Like this, I deduct 5 thousand, so just pay 70 thousand."

Buyer: "Ok Sir, pack it up immediately, here is the money (while giving the money)."

Seller: "Yes Ma'am, thank you."

2. The second negotiation text (<http://bfa19.blogspot.com/2018/02/teks-negosiasi-membeli-mobil-singkat.html?m=1>)

Randy: "Good afternoon, Sir."

Seller: "Good afternoon Sir. Is there anything I can help?"

Conclusion

The conclusion that the researcher can convey is, that this study uses the blended learning theory which comes from the theory of an expert, Dwiyoogo. The news that is analyzed is news from online media. The number of texts of online news analyzed is two.

References

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Randy: "Sir, I want to buy a classic used car. Maybe there is Sir?"

Seller: "There is Sir. Follow me."

Randy: "How much does this classic car cost?"

Seller: "If that car costs 95.000.000, Sir."

Randy: "Can the price be less or not Sir?"

Seller: "Hmmm, may. How much do you want to bid?"

Randy: "Just 85.000.000 Sir. How about it?"

Seller: "Wow, that price doesn't feel like it, Sir."

Randy: "If it's 90.000.000,?"

Seller: "Just ride a little Sir, 92.500.000, I let go of this car."

Randy: "Yes Sir I agree. I transferred the money to you. I carry this car now."

Seller: "Ok Sir. Thank you."

[negosiasi-membeli-mobil-singkat.html?m=1](http://bfa19.blogspot.com/2018/02/teks-negosiasi-membeli-mobil-singkat.html?m=1)
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