**UNIT 3**

**Do You Need Some Advice?**

**Brainstroming**

1. A barista who is making coffee. *(The answer may vary)*
2. Making a coffee look so cool. *(The answer may vary)*
3. I will sell my coffee to my friends. *(The answer may vary)*
4. Yes it is, because one of the criteria of a good coffee shop is the taste of the coffee itself. *(The answer may vary)*

**Listening Section**

**Activiy 1**

1. Competence ;the ability to do something successfully or efficiently.
2. Equipment: the necessary items for a particular purpose.
3. Require: need for a particular purpose
4. Composition: the nature of something's ingredients or constituents; the way in which a whole or mixture is made up.
5. Weakness : the state or condition of lacking strength.

(The answer may vary)

**Activity 2**

|  |  |  |
| --- | --- | --- |
| **Sentence** | | **T/F** |
|  | Lia plans to become a barista after graduating from school. | **F** |
|  | Lia knows that Rido is good at making coffee. | **T** |
|  | According to Rido, a barista must know how to process and store the coffee so that it remains fresh when brewed later. | **F** |
|  | According to Lia, a barista should understand the equipment and supplies for making coffee. | **T** |
|  | One of Rido’s weaknesses is his lack of skill of making accuracy of the dosage and composition of a good coffee. | **T** |

**B.**

1. What competencies that a Barista should have.
2. A number of competencies.
3. If you want a barista as a profession as well as a hobby, it's a good idea to start training yourself to be disciplined and thorough, as well as improve your communication skills because good communication is very necessary when dealing with customers.
4. Refine and increase accuracy in the dosage and composition of good coffee.
5. Yes, I agree because we need to be professional in every job, and to be professional we need advanced skill.

**Activity 3**

***(The answer may vary)***

**Reading Section**

**Activity 4**

|  |  |
| --- | --- |
| **Word** | **Meaning** |
| Lending | A method to raise capital, including being able to provide large profits for small businesses. |
| Funding | Collecting money to build the company. |
| Financial | A term for the management, creation, and study of money and investments. |
| Loan | Things that are borrowed, especially a sum of money that is expected to be paid back with interest. |
| Venture Capitalist | A private equity investor that provides capital to companies with high growth potential in exchange for an equity stake. |
| Sources of capital | Sources of investors that can give funding. |
| Interest Rate | The amount a lender charges a borrower and is a percentage of the principal—the amount loaned. |
| Collateral | An asset that a lender accepts as security for extending a loan. |
| Creditworthiness | How a lender determines that you will default on your debt obligations, or how worthy you are to receive new credit. |
| Online Based Platform | Platform that is processed through online connection. |

**Activity 5**

1. Social media mechanism → We all know that we must follow social media mechanisms.

2. Target market → Our target market is different.

3. Potential investor → You are my potential investors.

4. Disbursement → Your have meet the deadline of the disbursement.

5. Diversification →We should make diversification for our business.

**Activity 6**

1.P2P lending.

2. Peer to peer lending.

3. By using some adjective phrases.

4. - Very suitable for small businesses because the product does not require assets

or collateral.

* Since many P2P Lending platforms are integrated with social media mechanisms making it easier to generate traffic to your website and other social media pages.
* Can help entrepreneurs get organic visits from their target market, as well as to attract potential investors.
* P2P Lending will make it easier for you to go through the application filling process.

5. Small business.

6. Help entrepreneurs get organic visits from their target market, as well as to attract potential investors.

7. This peer-to-peer lending financing is certainly one of the supporting instruments in supporting the growth of SMEs in Indonesia.

8. Yes, especially small businesses because it does not require assets or collateral.

9. Yes, I do. Because the risk is small.

10. I never knew about the P2P lending term. By reading this article, I know what it is about.

**Activity 7**

***(The answer may vary)***

**Viewing Section**

**Activity 8**

A.

|  |  |
| --- | --- |
| **Question** | **Answer** |
| What was the title? | Cerdikiawan. |
| Where did it take place? | Jakarta, Indonesia. |
| After watching it, have you  learned any lessons? | We must have a a solution mindset. |
| How could you apply the  lesson you have viewed/  watched into your life? | in every situation in life, I have to make something that can useful for others and myself. |

*(The answer may vary)*

**B.**

1. No, I have not seen any other advertisement.
2. Cerdikiawan.
3. To represent behind reason why Go-jek was created.
4. Helping each other is one of our responsibility.

*(The answer may vary)*

**Speaking Section**

**Activity 10**

1. The advantages and disadvantages of investment in stock.
2. No, he does not.
3. Three arguments.
4. Everyone who invests in stocks makes huge profits when they invest, so he’s interested in investing too.
5. Doni should choose the company carefully. He has to choose a company that has a good performance.

**Activity 11**

*The Answer may vary*

**Writing Section**

**Activity 12**

**Start Up and Promotion**

A business is closely related to marketing and promotion. Any kind of business needs that. It happens to Art business too. Art performing is something that we can show to many people. To make people know about this event we need the media to promote it.

Nowadays, we can use social media to promote our business. But, not only social media, we also need a platform that helps us in promoting and managing our business. Today, many start-up companies provide a platform for business promoting and managing.

A startup that helps business owners to sell tickets and do promotions on their digital application or blog. This kind of platform will lead to big sales and of course make the vendor easier to manage. People tend to visit their social media and blog to know what kind of event will be held this week, next month or even next year. People will easily buy the ticket on their platform and come to our event. So, now let’s collaborate!

*(The answer may vary)*

**Visual Representation Section**

**Activity 13**

*(The answer may vary)*

**Grammar Corner 1**

**Activity 14**

* + - 1. This type of financing is considered as an alternative funding option from traditional financial institutions, especially for SMEs and small businesses.
      2. P2P Lending is currently chosen as a new method to raise capital, including being able to provide large profits for small businesses.
      3. The greater the risk of an SME that is chosen, of course, it will provide a higher interest rate of return.
      4. Creditworthiness granted is mostly assessed through the health and financial data of a business.

1. The bigger you start investing through peer-to-peer lending, the more SMEs will be helped.
2. If this happens, automatically, we—as an investor— will also be affected.
3. Right after the company is liquidated, taxes, employee salary entitlements, and debts will be paid off first before giving them to shareholders.
4. Of course, the price of a product will be adjusted to the level of difficulty of manufacture and the materials used to produce the work.
5. The handicraft business can be started flexibly.
6. Risk management is used to map various risks that may arise by identifying, measuring, mapping, developing alternative risk management, monitoring the existence of risks, and controlling the handling or prevention of risks.

**Activity 15**

1. Risk Management can reduce the possibility of failure.
2. Fund managers may experience potential losses when investing.
3. A company can tolerate the risk based on several risk categories.
4. The company prepared a detailed strategy to overcome their problem.
5. Business owners need a variety of sophisticated printing equipment to start this business.
6. This business uses many products as media or raw materials.
7. The marketing team has completed the project recently.
8. Dina wrote the report last week.
9. Anyone can do drop shipping.
10. The new company can sell a lot of goods.

**Grammar Corner 2**

**Activity 16**

1. I need your response soon.

2. Finally, you refuse her offers.

3. Afterwards, I felt sorry to hear that.

4. I will respond in due course to your email.

5. My bread always sold out, meanwhile, you never try my bread.

**Activity 25**

Hortatory exposition text is something that I need to learn. I can get many advantages by learning that. First of all, I can learn how to explain something in a great way. Then, secondly, I can learn how to state an argument with supporting facts. Lastly, it forces me to read more articles.

**Critical Thinking Task**

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
| a. | Risk management is very important to do because it  can prepare the company to face certain conditions  that cause losses for the company. | √ |  |
| b. | Risk management can prevent failure so that profits  can be increased or at least the company's losses are  not too large. | √ |  |
| c. | The risks that may be faced can be tolerated based on several risk categories. | √ |  |
| d. | Risk management can create adequate reserves to  anticipate measurable risks so that the potential for  relatively larger losses can be avoided. | √ |  |
| e. | I know how to manage risk in business very well. |  | √ |

1. **Jawaban: A**

**Pembahasan**

Kalimat tersebut, menjelaskan apa yang bisa dilakukan oleh seorang *Fund Manager.* Jadi, jawaban yang tepat adalah pilihan A.

1. **Jawaban: C**

**Pembahasan:**

Di dalam teks, dijelaskan bahwa seorang *Fund Manager* bertugas untuk merencanakan dan mengelola resiko yang dihadapi perusahaan.

1. **Jawaban: A**

**Pembahasan:**

Di dalam teks, disebutkan bahwa resiko kecil biasanya bisa diabaikan.

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
| 1. | Risk management can protect the company from pure risk. | √ |  |
| 2. | Risk management cannot prevent failure. |  | √ |
| 3. | Risk management can provide information and  perspectives to the company's management. | √ |  |
| 4. | Risk management can calculate and measure the  amount of risk exposure. | √ |  |
| 5. | Risks that pose great harm to the company tend to be  ignored. |  | √ |

1. **Jawaban: E**

**Pembahasan:**

Secara keseluruhan, teks menjelaskan tentang keuntungan dan proses menjalankan *Digital Printing Business*, Jadi, jawaban yang tepat adalah pilihan E.

1. **Jawaban: D**

**Pembahasan:**

Berdasarkan teks tersebut, teks bertujuan untuk memberi informasi tentang penjelasan dan keuntungan memulai *Digital Printing Business.* Jadi, jawaban yang tepat adalah pilihan D.

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
| a. | Every businessman must innovate by utilizing various  existing technologies. | √ |  |
| b. | Digital printing business has great opportunities in the  business world. | √ |  |
| c. | Business owners need a variety of sophisticated  printing equipment accompanied by adequate  computer specifications. |  | √ |
| d. | A broad target market. |  | √ |
| e. | Digital printing media diversity. |  | √ |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | Yes | No |
| a. | Having a target market is difficult. |  | √ |
| b. | Market share is widely spread such as individuals, companies, institutions, agencies, and communities. | √ |  |
| c. | Digital printing business owners need to bother thinking about what type of product will be used as printing media. |  | √ |
| d. | The digital printing business has narrow open opportunities. |  | √ |
| e. | The high demand from consumers makes this business still much sought after. | √ |  |

1. **Jawaban: D**

Pembahasan:

Berdasarkan paragraf tersebut, paragraf sedang membahas perubahan dalam digital printing business. Jadi, jawaban yang tepat adalah pilihan D.

**Evaluation**

1. **Jawaban : C**

**Pembahasan:**

Dari teks tersebut, kita dapat mengetahui bahwa tema teks adalah tentang pentingnya *interior design* untuk kantor. Jadi, jawaban yang tepat adalah pilihan C.

1. **Jawaban: D**

**Pembahasan:**

Dari semua pilihan kalimat, *If the office is designed* adalah yang mengandung *passive voice.* Karena, terdapat *verb to be* dan *past tense verb.* Secara makna pun, kalimat tersebut memiliki makna kalimat pasif. “didesain” bukan “mendesain” . Jadi, jawaban yang tepat adalah pilihan D.

1. **Jawaban: C**

**Pembahasan:**

Di dalam teks dijelaskan bahwa interior desain untuk kantor perlu dipertimbangkan agar menjadi tempat yang pegawai inginkan bukan hanya tempat yang dia butuhkan. Jadi, jawaban yang tepat adalah pilihan C.

1. **Jawaban: E**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan bahwa suasana dan desain kantor merefleksikan perusahaan. Jadi, jawaban yang tepat adalah pilihan E.

1. **Jawaban: D**

**Pembahasan:**

Berdasarkan kalimat tersebut*, it* merujuk pada interior desain yang dapat membawa suasana yang nyaman dalam kantor. Jadi, jawaban yang tepat adalah pilihan D.

1. **Jawaban: C**

**Pembahasan:**

Berdasarkan teks tersebut, teks berisi penjelasan tentang kelebihan animasi jika digunakan sebagai alat belajar. Jadi, jawaban yang tepat adalah pilihan C.

1. **Jawaban: A**

**Pembahasan:**

Berdasarkan teks tersebut, kalimat rekomendasi tertulis di akhir kalimat. Jadi, jawaban yang tepat adalah pilihan A.

1. **Jawaban: B**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan pada poin kedua bahwa kelebihan animasi adalah cocok untuk segala usia. Jadi, jawaban yang tepat adalah B.

1. **Jawaban: A**

**Pembahasan:**

Berdasarkan teks tersebut, *thesis* tertulis di dalam paragraf pertama, yang menjelaskan bahwa kini animasi digunakan sebagai media tambahan proses belajar. Jadi, jawaban yang tepat adalah pilihan A.

1. **Jawaban: A**

**Pembahasan:**

Berdasarkan kalimat tersebut, kita dapat menyimpulkan bahwa tidak hanya anak-anak yang menyukai animasi. Jadi, jawaban yang tepat adalah pilihan A.

1. First, We can learn how to write a thesis in paragraphs. Second, we can learn how to state arguments supported by facts.
2. No, I did not.
3. Yes, I can .
4. Answers may vary.
5. Answers may vary.