**UNIT 4**

**Could You Show Me How to Do It?**

**Braintorming**

1. Handicrafts.
2. Traditional handicrafts made by local people.
3. Yes, I do. But I don’t know who made that.
4. That’s a good idea. That means the market is already wider.

**Listening Section**

**Activity 1**

1. Exfoliating : (of a material) come apart or be shed from a surface in scales or layers.
2. Rinsing: wash (something) with clean water to remove soap, detergent, dirt, or impurities.
3. Treatment: the manner in which someone behaves toward or deals with someone or something.
4. Inflammation: a localized physical condition in which part of the body becomes. reddened, swollen, hot, and often painful, especially as a reaction to injury or infection.
5. Rejuvenation: give new energy or vigor to; revitalize.

**Activity 2**

|  |  |  |
| --- | --- | --- |
| **Sentence** | | **T/F** |
|  | Mom knows about some steps to clean her face. | T | |
|  | Cleaning face is very useful for the health of face skin. | T | |
|  | Rara exfoliates her face using an exfoliating facial scrub once a week. | F | |
|  | Rara uses warm water to rinse her face. | T | |
|  | According to the dialogue, we can use a sleeping mask without rinsing it off. | T | |

**Activity 3**

1. Steps in cleansing and caring face skin.
2. soothe, repair, and smooth the skin's surface, and minimize inflammation or redness of the skin.
3. Once a week.
4. Cleansing face.
5. Rinsing face by warm water.

**Activity 4**

The answer may vary

**Reading Section**

**Activity 5**

|  |  |
| --- | --- |
| **Word** | **Meaning** |
| Demand | Market need. |
| Business concept | Kind of business plan. |
| Estimated capital | Estimated money which can fund the business. |
| Target market | People who will buy the product. |
| Barista | The one who make the coffee. |

**Activity 6**

1. prioritize → you are not prioritize me.

2. effective promotion → social media is effective promotion.

3. review → I have reviewed your resume.

4. supplier → I already have the best supplier for my coffee beans.

5. shipping cost → the shipping cost is expensive.

**Activity 7**

1. 1.Things that need to be considered before Opening a Coffee Business.
2. Preparing business concepts.
3. The first thing you have to do is make a mature business plan. Collect the questions you need to answer, such as your goal of starting a coffee shop business, who your competitors are, what uniqueness you want to highlight, who is your target market, estimated capital and profits, steps on how to run your business operations, how to promote it, and the goals you want to achieve gradually. This business plan will help develop your business in a more focused manner.
4. No it cannot. We need to Look for a place often passed by cars or near a busy residential complex or office area.
5. The concept in the first point must also answer the question:
6. Who is your target market?
7. When you know the target market, you can determine the idea of space for your business so you can start calculating the budget that needs to be prepared.
8. Find a barista.
9. Take advantage of social media from famous people such as influencers or YouTubers to introduce your superior products.
10. Making good coffee and communicating with customers.
11. Yes, because people nowadays tend to look at the reviews before visiting the coffee shop or restaurant.
12. If I don’t have money, I will become a barista.
13. Yes, there are several steps that we need to consider.
14. Opening a coffee shop.

**Activity 8**

The answer may vary

**Viewing Section**

**Activity 9**

|  |  |
| --- | --- |
| **Question** | **Answer** |
| What was the title? | Apa itu DJKI? |
| Where did it take place? | Jakarta, Indonesia. |
| Did after watching it you learn  some lessons? | Yes, Kemenkumham provide us facilitation to protect our intellectual property. |
| How could you apply the lesson you have viewed/watched into your life? | I will register my brand and idea. |

**Summary**

The advertisement tells the reason why you should protect your intellectual property and the process of registering the IP. Things that can be protected include recipe, art, brand, trademark, books, etc. We need to protect those things in order to avoid people from stealing the idea.

(The answer may vary)

**Speaking Section**

**Activity 11**

1. How to buy something online safely.
2. Online shopping.
3. you need to find out the seller's reputation. Then, don’t forget to check product reviews. Check the price first and don't be tempted by low prices because this can get you stuck.
4. You need to save proof of payment and ensure device security. Don’t forget to check the package and untraced the data..
5. Once the package arrives in your hands, please open it and check the contents inside the box. After the box is deemed correct, erase the data traces on your device.

**Activity 12**

(the answer may vary)

**Writing Section**

**How to Make Itinerary**

As a tour agent we have several tasks. One of them is to make the trip fun and memorable. To support that we need to make a good and effective itinerary. But, there are several things that we need to consider in making Itinerary.

First, ask the customer’s needs. Ask them how many days they will spend for the trip. Don’t forget to ask them what kind of activity they want to do.

Second, you have to consider the food. You have to ask what kind of food they like, whether they can eat spicy food or not or something else. After you ask the customer about that, you can start to choose the best restaurant that can provide what they want.

Third, don’t forget to bring them to local markets that sell handcraft or traditional food.

Usually, people tend to buy something that reminds them of the city.

Last, in the rest time you can provide them with some refreshment activity. You can prepare karaoke or play some games. Although we want to introduce the city , we also have to consider what customers want on the trip.

**Visual Representation Section**

**Activity 14**

(The answer may vary)

**Grammar Corner 1**

**Activity 15**

1. Does Wana live at Ramayana street in Bogor?

2. Is Tania in the office?

3. A formation of three helicopters flew up our school.

4. My father works many hours at his office at 5 Tebet Street.

5. Don’t forget to put your name and address on the envelope.

6. She arrived in Jakarta last month.

7. Is your birthday in May?

8. He had been waiting here since morning.

9. Would you rather write with a pen or pencil?

10. He always speaks in a loud voice.

**Activity 16**

1. Next, submit your work on the marketplace and then promote your content.
2. Moreover, research from the agricultural data centre and information system of the Ministry of Agriculture stated that coffee consumption in Indonesia in 2016-2021 grew by 8.22% per year.
3. So, although many coffee shop businesses are mushrooming everywhere, opportunities in this field will remain open to you as long as the demand for coffee continues to grow.
4. In addition, don't forget to register your coffee shop business on food review sites and Google so that your business is more easily accessible to potential customers through cyberspace.
5. The more reviews you get from customers on social media, the more trust you get.

**Activity 17**

* + - 1. They stopped in front of the bank and sat down on the steps.
      2. Donny arrived in Bandung on March 19 at eleven o’clock in the morning.
      3. Robert knocked at the door of his grandfather’s house.
      4. He went to the canteen after his classes.
      5. The train leaves at fifteen to nine.
      6. A good athlete can exercise for hours before becoming exhausted.
      7. They go to school from 7:00 to 1:30.
      8. Bony reads up to an hour before he goes to sleep.
      9. All students must report to the English teacher after their last class.
      10. They have been hard at work since dawn.

**Activity 18**

1. Among the five of us, we had just enough money for three burgers. (3)

2. We watched the fireworks display from a spot across the street. (2)

3. A letter for Joshua is on the table in the teacher room. (3)

4. We will be safe from the mosquitoes until dusk. (2)

5. The new student has moved into the class next to ours. (2)

6. The party isn't much fun without Willy. (1)

7. Both of them do not speak to each other. (2)

8. You should draw a line through any words that are not needed. (1)

9. The hoe has been leaning against the garage since last Monday. (2)

10. No one except Dania's mother cooked rice. (1)

**Grammar Corner 2**

**Activity 19**

1. Order

* You have to see this, come here!
* I love this song, please listen to it!

2. Warning

* This line is perboden, don’t cross!
* This table is made of glass, don’t touch it!

3. Advice

* Don’t eat junk food, it will break your body.
* You have to make it as a surprise, don’t tell him you are here! He will love it

4. Request

* Please have a seat.
* Please wait for me.

5. Invitation

* Please come at 13.00 on Monday.
* Please visit our new house.

6. Command

* All ears to me!
* Hand on table!

7. Instruction

* Go straight if you want to to supermarket.
* Turn right if you need to stop at clinic.

8. Permission

* Go ahead and do what you want.
* I support you, just take a rest.

9. Acceptance

* Since you already sure about it, so do it.
* I already know the situation, go for it.

10. Wish

* May today you get a new job.
* I wish you be happy.

**Activity 20**

1. Bring me the sugar, please.

2. Please, move aside. We can’t see through you!

3. Look at your name at the corner.

4. You have to take your umbrella. It’s raining!

5. Please follow the instructions.

6. Please, be there at seven.

7. Please listen to me when I’m talking to you!

8. Bring these by tomorrow at nine.

9. Don’t ever touch my phone!

10.Do it with intensity and courage.

**Critical Thinking Task**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Question** | | | **Yes** | | **No** |
|  | What is the main idea of the text? | √ | |  | | |
|  | How many procedures are there in the text? | √ | |  | | |
|  | After reading the article, do you know now how to sell  paintings online? | √ | |  | | |
|  | How to sell paintings online? | √ | |  | | |

1. **Jawaban: B**

**Pembahasan:**

Berdasarkan kalimat tersebut, kita dapat menyimpulkan bahwa *Digital World* dapat menjadi wadah untuk menjual lukisan secara online. Jadi, jawaban yang tepat adalah pilihan B.

1. **Jawaban: E**

**Pembahasan:**

Berdasarkan kalimat tersebut, *showcase* memiliki makna memamerkan maka kata dengan makna paling dekat adalah *advertise*. Jadi, jawaban yang tepat adalah pilihan E.

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | The internet, especially social media, can be your arena  to show off as an artist. | √ |  |
|  | You can also meet art connoisseurs from around the world quickly. | √ |  |
|  | No need to wait for your painting to be curated to enter the gallery. | √ |  |
|  | These various platforms are devoted to painters and other artists to show off. | √ |  |
|  | Pricing is the most challenging part when selling paintings online. | √ |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | You no longer need to do conventional ways to showcase your art. | √ |  |
|  | Selling paintings online can't just be put up in cyberspace. |  | √ |
|  | You can show snippets of your work on social media and get lots of followers by consistently posting. | √ |  |
|  | You need to take care of the copyright for your work. | √ |  |
|  | One of the best platforms to do this is social media. | √ |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | In the business world, several types of methods can  be applied, one of which is drop shipping. |  | √ |
|  | Several steps must be taken in drop shipping. | √ |  |
|  | These things are important to start the system and as  a drop shipper. | √ |  |
|  | Check through the testimonials of the buyers. | √ |  |
|  | Determining the right product to sell requires market  research first. | √ |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | Yes | No |
|  | Market research also helps minimize the risk of future  losses. | √ |  |
|  | Various methods can be used to conduct market research,  ranging from easy to complex and paid. | √ |  |
|  | The next step that needs to be taken to start a drop  shipping business is to determine a sales platform. | √ |  |
|  | Apart from the product aspect, the sales plan is also  important. | √ |  |
|  | Data is also needed so that the preparation of marketing  plans are more structured and optimal. | √ |  |

1. **Jawaban: A**

**Pembahasan:**

Berdasarkan teks tersebut, langkah-langkah yang tertera dalam teks adalh nomor 1 dan 3. Jadi, jawaban yang tepat adalah pilihan A.

1. Dropshipping is a new business. You just need to promote it and sell without making the product and preparing the packaging. You just need the supplier that will directly send the product to your customer with a proper packaging.
2. Beginner entrepreneur, because the text tells the concept of business in a general way.

**Evaluation**

1. **Jawaban: D**

**Pembahasan:**

Teks membahas tips yang harus dipersiapkan sebelum melakukan *Marine Tourism.* Jadi, jawaban yang tepat adalah pilihan D.

1. **Jawaban: B**

**Pembahasan:**

Berdasarkan kalimat tersebut, kita dapat menyimpulkan bahwa kita dapat menikmati keduanya. Jadi, jawaban yang tepat adalah pilihan B.

1. **Jawaban: C**

**Pembahasan:**

Berdasarkan kalimat tersebut, kalimat yang mengandung larangan adalah *don’t pollute the nature*. Jadi, jawaban yang tepat adalah pilihan C.

1. **Jawaban: B**

**Pembahasan:**

Berdasarkan teks tersebut, tips pertama yang harus dilakukan adalah jangan makan sebelum perahu berlayar. Jadi, jawaban yang tepat adalah pilihan B.

1. **Jawaban: C**

**Pembahasan:**

Paragraf tersebut sedang membahas *white beach.* Jadi, jawaban yang tepat adalah pilihan C.

1. **Jawaban: C**

**Pembahasan:**

Berdasarkan teks tersebut, di dalam paragraf pertama disebutkan bahwa *ceramic* dibuat dari *clay* dan *pottery*. Jadi, jawaban yang tepat adalah pilihan C.

1. **Jawaban: D**

**Pembahasan:**

Kalimat tersebut mengandung kalimat perintah. Jadi, jawaban yang tepat adalah pilihan D.

1. **Jawaban: A**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan dalam *step* kelima bahwa keramik harus didiamkan terlebih dulu untuk menghindari thermal shock. Jadi, jawaban yang tepat adalah pilihan A.

1. **Jawaban: E**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan dalam *step* ketujuh bahwa keramik harus dipanggang dalam suhu 1220 selama 10 jam. Jadi, jawaban yang tepat adalah pilihan E.

1. **Jawaban: B**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan dalam step pertama bahwa keramik harus dipanggang dalam suhu 700- 1000. Jadi, jawaban yang tepat adalah pilihan B.

1. Yes, I still have difficulties in making the introduction
2. I cannot book the ticket
3. Yes, when you make a package you have to categorize the destination so the cost can be limited.
4. *The answer may vary*
5. *The answer may vary*