**UNIT 6**

**Let’s Discuss This Issue**

**Brainstorming**

1. A woman is packing an order.
2. Online selling.
3. An interesting business.
4. We cannot have a personal packaging for customers.

**Listening Section**

**Activity 1**

1. Advancement: the process of promoting a cause or plan.
2. Provide: make available for use; supply.
3. Advantages : a condition or circumstance that puts one in a favorable or superior position.
4. Require : need for a particular purpose.
5. Expense : the cost required for something; the money spent on something.

**Activity 2**

|  |  |  |
| --- | --- | --- |
| **Sentence** | | **T/F** |
|  | Sarah sells clothes. | T |
|  | Sarah rents a shop to display her clothes. | F |
|  | John buys his cloth online | F |
|  | Selling clothes online requires much money. | F |
|  | One of the risks the customer gets from buying online is the  clothes may not fit to their size. | T |

**Activity 3**

1. Selling clothes online.

2. Make a loss the buyer.

3.The capital required is very little.

4.No need an offline store and the capital required is very little.

5. Starting an online business is a good idea.

**Activity 4**

The answer may vary.

**Reading Section**

**Activity 5**

|  |  |
| --- | --- |
| **Words** | **Meaning** |
| Warehouse | Place to store something |
| Scalable | Able to be scaled |
| Drawbacks | Lack of something |
| Customer loyalty | A membership |
| promptness | Rate of something |

**Activity 6**

1. less control → the security was less control.

2. profit margin → we have to see the profit margin of the business.

3. latest data → the latest data that we have, you already sent the registration.

4. sky-high charge fee → you said that the prices are sky high charge fee.

5. delivery standard → we use delivery standard.

**Activity 7**

1. The advantages and disadvantages of drop shipping.
2. Yes.
3. To minimize the risk, you need to know the advantages and disadvantages of electronic money for transactions. With the existing benefits, the excess may cause a shortage. Meanwhile, by knowing the shortcomings, you can avoid negative things that are likely to happen.
4. I agree with the author, that drop shipping makes the business run faster, because we do not focus on the operational system. We can focus on promotion.
5. Online shopping is not always effective because as customer we cannot try it on our body.
6. Yes, I agree. Because some parts of the systems have already managed by the supplier.
7. Yes, because the stock depends on the supplier availability.
8. Yes, because we can scale the data, we have two data from ours and theirs.
9. Yes, because sometimes it takes time to prepare stock by yourself especially, in clothing business, you need to look for the fabric and so on.
10. Because there so many choices and effective, we don't need to go to offline store
11. Drop shipping is less risky.
12. Start to consider selling something with a drop shipping system.

**Activity 8**

The answer may vary

**Viewing Section**

**Activity 9**

1. (The answer may vary)

|  |  |
| --- | --- |
| **Question** | **Answer** |
| What was the title? | Shopee 11.11 |
| Where did it take place? | Indonesia |
| After watching it, did you learned any  lessons? |  |
| How could you apply the lesson you have  viewed/watched into your life? |  |

**B.**

1.Fantasy

2. No credit stated

3. No credit stated

4.No credit stated

5.No credit stated

6. Shopee 11.11

7. 13, Oct 2022

(The answer may vary)

**Speaking Section**

**Activity 11**

1. Plan to go holiday.
2. She want to see the atmosphere of a city that is close to a tourist destination like temples, palaces, or old buildings.
3. She like tourist attractions with historical elements because apart from relieving fatigue from daily activities, she also get new knowledge about historical places and I can see the historical places firsthand.
4. She said “You praise me too much.”.
5. I don't think it is a good idea , because I like to spend holiday at a resort.

**Activity 12**

(The answer may vary)

**Writing Section**

**Activity 13**

Wayang performance is one of Indonesia’s cultures that needs to be alive. Since, pandemic of covid-19 all art performances are closed. But, some pop musicians initiate virtual concerts. Some people are happy to finally have another entertainment. Meanwhile, some traditional artists are doubtful about virtual concerts. Actually, doing virtual art performance is one of the solutions. There are still opportunities to get the market and get advantage from that.

First, traditional arts can still have an opportunity in getting the market if they collaborate with pop culture. For example, collaborating wayang with pop musician or EDM musician. So, the market will cross.

Second, the artist can have opportunity to be recognize by young people because usually pop culture is familiar to young generation.

Meanwhile, people who cons with virtual performance will show disadvantages. First, it increases screen time during this pandemic. Second, it is not easy to feel the sensation. And last, we cannot see the magical of live wayang performance.

Actually, art is always find their own market. Live or virtual depend on the situation. Performance is still performance.

**Visual Representation Section**

**Activity 14**

(The answer may vary)

**Grammar Corner 1**

**Activity 15**

* + - 1. I agree that we can’t give money to beggars at a red light because it is prohibited by the state.
      2. In my opinion, the issue of silver people must be observed from the social and economic point of view that is currently developing in the community.
      3. If there are acquaintances or neighbors who use the silver people mode as their main job because they have lost their jobs, we may not ridicule them but provide solutions by finding job vacancies for them.
      4. Because it is not harmful to health, we could drink coffee as needed.
      5. Children under the age of ten mustn’t work even though the intention is to help their parents.
      6. In my opinion, parents should not burden elementary school-age children by telling their economic conditions.
      7. To prevent the transmission of the covid virus, we could do a booster vaccine.
      8. I agree that drinking cold water after exercise should not be done.
      9. I don't agree that the school exam will be abolished starting from this year.
      10. In my opinion, a good diet is a diet that should not make someone suffer because of it.

**Activity 16**

1. Don't need to : medium modality
2. Can: medium modality
3. Can : medium modality

Could : low modality

1. Have to : high modality
2. Need to : medium modality
3. Can: medium modality
4. Must : high modality
5. Will: medium modality
6. Can: medium modality
7. Can : medium modality

**Grammar Corner 2**

**Activity 17**

* + - 1. Silver people stood barefoot on the hot asphalt of the street although not many give them money.
      2. Some people are still roaming around looking for used mineral water bottles in the middle of the rain and busy streets. Meanwhile they are very tired and cold.
      3. Lala still goes to school although she is injured.
      4. You cannot enter this building unless you have a Covid-19 vaccine card.
      5. Mr Parto grows rice all year round. However , Planthoppers consume his crops.
      6. Mrs Annie grows hydroponic vegetables in her yard even though the yard is one square meter.
      7. Nania goes jogging as often as possible but she still weighs more than she'd like.
      8. Dena couldn’t sleep well in a plane, meanwhile she travels by plane twice a month.
      9. Mr Ujang's vegetable plants are very fertile yet he does not fertilise his crops.
      10. The civil service police unit always carry out raids for buskers and homeless people on Jalan Satria. Whereas, new buskers and vagrants appear on the street every day.

**Activity 18**

* + - 1. However, in addition to having high opportunities, there are always risks that come with them.
      2. Even though many have cell phones, hiring shooting services is still an option because they are more professional, know videography techniques, and focus on recording.
      3. Although there will be different feelings by coming directly to the location, at least you can still be refreshed while avoiding contracting the covid-19 virus, which is currently endemic.
      4. However, many people are for and against this tourism model.
      5. Even though you can't leave the house, you can still refresh your mind after struggling with work and feeling bored because you can't get out of the house like before the pandemic.
      6. However, you can't feel the atmosphere and experience of tourist sites.
      7. Although it can reduce the longing for a walk, the virtual tour experience will not be as interesting as a real tour.
      8. Although this virtual tour is a powerful technological breakthrough in every business sector to increase sales and attract visitors, there are advantages and disadvantages that service users can feel directly.
      9. But apart from that, cryptocurrencies have advantages and disadvantages.
      10. Edinburgh is an interesting place but it takes a long time to get there.

**Critical Thinking Task**

|  |  |  |  |
| --- | --- | --- | --- |
| **Questions** | | **Yes** | **No** |
|  | Is there any issue brought up in the text? | √ |  |
|  | Does the text include two sides of argument? | √ |  |
|  | After reading the text, do you find any conclusion? | √ |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentences** | | **Yes** | **No** |
|  | The digital marketing agency business has auspicious  opportunity. | √ |  |
|  | Digital marketing agencies have a significant opportunity  compared to other digital businesses. | √ |  |
|  | The bigger the digital ecosystem, the more business  actors and entrepreneurs use technology and  digitalization as marketing and promotion tools, and the  greater the demand for digital marketing services and  services. | √ |  |
|  | Many people see this digital business opportunity,  making the risk of business competition even higher. | √ |  |
|  | People will compete to offer services that are different  from other companies. |  | √ |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | The birth of many digital marketing agencies can  increase competition between business people. | √ |  |
|  | The data of internet users in the world has reached  2.4 billion human heads, equivalent to 34 percent of the  total population in the world. |  | √ |
|  | Marketing and promotion strategies using digital  technology reduce marketing costs but still increase the  selling power of specific products or services. | √ |  |
|  | Agencies usually have a lot to do with vendors, which  require payment of invoices. | √ |  |
|  | Digital marketing agencies usually experience poor  financial management more often. | √ |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | Moreover, using technology is the most effective sales  and marketing tool entering the digital era. |  | √ |
|  | You only need to offer products or services to consumers  through social media. | √ |  |
|  | The birth of many digital marketing agencies can  increase competition between business people. | √ |  |
|  | People will compete to offer services that are different  from other companies. | √ |  |
|  | t does not only occur in digital marketing agencies, but  it can also occur in other sector companies. | √ |  |

1. The tendency to offer goods or services on the internet is getting higher. Moreover, technology is the most effective sales and marketing tool entering the digital era. The method to do digital marketing is quite simple.

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | The higher the demand, the more income increases. |  | √ |
|  | If you have the skills to record and edit videos, it never  hurts to take advantage of these abilities to make  money. |  | √ |
|  | Even though many have cell phones, hiring shooting  services is still an option because they are more  professional, know videography techniques, and focus on  recording. | √ |  |
|  | Not only important events, many customers ask for  recordings to create content or live-stream YouTube. |  | √ |
|  | However, some people think that the videography  business has several weaknesses, such as the following. | √ |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sentence** | | **Yes** | **No** |
|  | The demand for video shooting services comes from  various walks of life. | √ |  |
|  | The level of competition is not too high, especially in  rural areas. | √ |  |
|  | Video shooting service business can become a seasonal  business if you can't run it well. | √ |  |
|  | It takes special skills to get started. | √ |  |
|  | You must be prepared for all the obstacles encountered  in the field. | √ |  |

1. **Jawaban: B**

**Pembahasan**

Di Dalam teks dijelaskan bahwa video shooting business dapat dibarengi dengan bisnis penyewaan infocus. Selain itu, sebagai kontra argumen di dalam teks dijelaskan bahwa video shooting business hanya dapat dilakukan pada waktu-waktu tertentu. Jadi, jawabanyang tepat adalah pilihan B.

1. No, views depend on content.
2. The video shooting service business opportunity is increasingly lucrative.

**Evaluation**

1. **Jawaban: B**

**Pembahasan:**

Di dalam teks membahas kelebihan dan keuntungan menggunakan kartu kredit. Jadi, jawaban yang tepat adalah pilihan B.

1. **Jawaban: A**

**Pembahasan:**

Dalam paragraf pertama mulai menjelaskan *pros and cons*. Jadi, jawaban yang tepat adalah pilihan A.

1. **Jawaban: B**

**Pembahasan:**

Berdasarkan pembahasan teks tersebut, kita dapat menyimpulkan bahwa dengan bantuan *credit card* kita dapat membeli barang-barang mahal. Jadi, jawaban yang tepat adalah pilihan B.

1. **Jawaban: A**

**Pembahasan:**

Berdasarkan teks tersebut, kalimat pilihan A menunjukan kontra argumen yang tertulis di dalam teks bahwa ketika kita menggunakan kartu kredit sama saja dengan menggunakan uang yang tidak kita dapatkan. Jadi, jawaban yang tepat adalah pilihan A.

**5. Jawaban: E**

**Pembahasan:**

Antonim dari mahal adalah murah atau tidak berharga. Jadi, jawaban yang tepat adalah pilihan E.

**6. Jawaban: B**

**Pembahasan:**

Kalimat pilihan B menggunakan modal verb will sedangkan pilihan kalimat lain tidak

mengandung modal verb. Jadi, jawaban yang tepat adalah pilihan B.

**7. Jawaban: E**

**Pembahasan:**

Kalimat pilihan E mengandung *contrastive conjunction “although”* sedangkan kalimat pilihan lain memiliki *conjunction* tapi tidak bersifat *contrastive* atau berlawanan. Jadi, jawaban yang tepat adalah pilihan E.

**8. Jawaban: B**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan bahwa kita tidak perlu khawatir dengan manajemen karena pasti sudah dikelola dengan sistem yang rapi. Jadi, jawaban yang tepat adalah pilihan B.

**9. Jawaban: C**

**Pembahasan:**

Berdasarkan teks tersebut, dijelaskan bahwa bisnis bergantung satu sama lain jika satu *franchise* mendapat citra buruk maka yang lain berimbas. Jadi, jawaban yang tepat adalah pilihan C.

**10. Jawaban: C**

**Pembahasan:**

Dapat dilihat pada paragraf terakhir di dalam teks. Jadi, jawaban yang tepat adalah pilihan C.

**11.** Yes, finding pros and cons argument is difficult.

**12.** Yes, because we need two point of view.

**13.** Yes, I know.

**14.** Answer may vary.

**15.** Answer may vary.