

ABSTRAK

PENGEMBANGAN BAHAN AJAR TEKS NEGOSIASI BERBASIS ETNIS BATAK KARO BERBANTUAN APLIKASI SISWA KELAS X SMK KARYA UTAMA DOLOK MASIHUL

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Penelitian ini bertujuan untuk mendeskripsikan proses pengembangan, validasi, dan kelayakan penggunaan bahan ajar berbasis etnis Batak Karo berbantuan aplikasi pada materi teks negosiasi kelas X SMK. Penelitian ini dilakukan di SMK Karya Utama Dolok Masihul. Metode penelitian yang digunakan adalah *Research and Development* (R&D) dengan model 4-D meliputi: Pendefinisian (*Define*), Perencanaan (*Design*), Pengembangan (*Development*), dan Diseminasi (*Dissemination*) dengan populasi berjumlah 137 peserta didik. Pengambilan sampel dalam penelitian ini menggunakan Teknik *purposive sampling* dengan jumlah 40 peserta didik. Jenis data dalam penelitian ini meliputi data kualitatif dan data kuantitatif. Hasil dari penelitian yaitu sebuah produk bahan ajar berupa buku teks berbasis etnis Batak Karo. Berdasarkan hasil presentase validasi ahli materi yaitu validator I dengan presentase 75%, dan validator II dengan presentase 78%. Sedangkan hasil presentase validasi ahli desain yaitu validator I dengan presentase 69%, dan validator II yaitu 75%. Data tersebut menunjukkan bahwa bahan ajar buku teks valid dan layak diuji cobakan di sekolah. Bahan ajar buku teks diuji cobakan di sekolah SMK Karya Utama Dolok Masihul dengan sampel yaitu kelas X Akuntansi (AK), respon guru dengan presentase 97%. Dalam kegiatan ini diperoleh data berupa hasil angket respon peserta didik yang terdiri dari hasil uji coba perorangan yang dikategorikan “Sangat Layak”, hasil uji coba kelompok kecil yang dikategorikan “Sangat Layak”, dan hasil uji coba terbatas yang dikategorikan “Sangat Layak”. Data tersebut menunjukkan bahwa bahan ajar valid dan layak digunakan di sekolah. Sehingga dapat disimpulkan bahwa bahan ajar berbasis etnis Batak Karo yang dikembangkan sangat layak digunakan dalam pembelajaran di dalam kelas.

Kata Kunci : Pengembangan, Bahan Ajar, Teks Negosiasi, Etnis Batak Karo.

ABSTRACT

**THE DEVELOPMENT OF NEGOTIATION TEXT
IN TEACHING MATERIALS BASED ON BATAK KARO ETHNICAL
ASSISTANT APPLICATION TOWARD CLASS X STUDENTS
IN SMK KARYA UTAMA DOLOK MASIHUL**

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This study aimed to describe the process of developing, validating, and using teaching materials based on Batak Karo ethnicity by using an application for negotiating texts for class X SMK. It was conducted in SMK Karya Utama Dolok Masihul. The research method used is Research and Development (R&D) with a 4-D model including: Definition, Design, Development, and Dissemination with 137 students as population. This study used a purposive sampling technique in total of 40 students. The data in this study include qualitative and quantitative data. The result of this study is a product of teaching materials in the form of a textbook based on the Batak Karo ethnicity. According to the result of validation from material experts are validator I as 75%, and validator II as 78%. While the result from validation of design experts are validation I as 69%, and validator II as 75%. These data indicated that the textbook teaching materials are valid and feasible to be applied in SMK Karya Utama Dolok Masihul with a sample of class X Accounting (AK), while the teacher's response was 97%. In this activity, data were obtained through the students' responses or questionnaires consisting of the result of individual trials that were categorized as "Very Eligible", the results of small group trials as "Very Eligible", and the result of limited trials categorized as "Very Eligible". These data indicated that the teaching materials are valid and suitable to be applied in schools. It can be concluded that Batak Karo Ethnic based teaching materials developed are very suitable to be used in classroom learning.

Keywords: Development, Teaching Materials, Negotiation Text, Karo Batak Ethnicity.

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Chairperson

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