

CHAPTER ONE

INTRODUCTION

1.1 Background of the study

It is not avoidable that one is facing the era of globalization and it makes English as the international language become universal and inseparable from almost every human activity. Undoubtedly, “English is widely used for business purposes” (Jones, 1989:7), which means all the English language skills support the business purposes in getting the information.

The present writer has observed one kind of job that becomes a trend lately that is a broker in capital market. This job will be well supported by four basic English skills (listening, speaking, reading, and writing) in order to get the information that are needed to help them in making investment decision. In this term paper, the present writer wants to emphasize how the passive and active English, which are parts of the English skills, are used in a broker’s world.

The present writer finds that it is interesting to do observation for brokers at PT. Valbury because it is one of the biggest securities in Bandung and the brokers have to understand English well because they work together with foreign brokers, investors and head managers.

1.2 Identification of the problem

- i. Which part of English skills does a broker mostly use?
- ii. How does the passive English skill influence a broker's active English skill?
- iii. How far does the mastering of all English skills affect a broker's job?

1.3 Objectives and Benefits of the study

1.3.1 Objectives of the study

- i. To find which part of English skills a broker mostly uses.
- ii. To know how the passive English skill influences the active English of a broker's.
- iii. To analyze whether common mistakes in English would give bad impacts to a broker's job.

1.3.2 Benefits of the study

- a. Knowing the most English skills used by a broker in order to get the information that are needed for helping them in making investment decision.
- b. For people reading this term paper, especially the students of the D-three Programme for English, in finding the relationship between passive and active English skills to enhance professional brokers.
- c. For the present writer, knowing the common mistakes in English skills and how far they impact a broker's job.

1.4 Concise History of the Organization

Valbury Assets Ltd, established in 1986 in Singapore, is a holding company jointly formed by shareholders with already-existing business interests in fields like financial services, industrial estate and residential properties development, telecommunication, manufacturing, and also foods and beverages.

The flagship of PT. Valbury financial services division was founded on primary values: *Quality, Market Leader, Variety, Credibility, and Security*. These values, combined with their vast network of offices and subsidiaries, give them unrivaled position in today's regional market.

PT. Valbury's presence in Indonesia is strengthened through **Valbury Asia Futures** (formerly *Halim Mitradana International*) and **Valbury Asia Securities** (formerly *Caturpilar Investama*). The first is a registered member of the Jakarta Futures Exchange while the later is a member of the Jakarta Stock Exchange. While operating in different areas of industry, these sibling companies complement one another and add greater value to their clients through cross-investment series.

Their goal to build the clients' capital encourages them to give the best advice and help in selecting the investment strategy that is the best for each client. Fundamental and technical analyses are combined with researches, strategies, and forecasts, which enable them to give the best recommendations and their valuable clients are able to trade with more confidence.

1.5 Product/Service of the Organization

PT. Valbury security provides the investment in Foreign Exchange (Forex) market, stock index futures, and precious metal market, as follows:

➤ Global Forex Market

Foreign Exchange (FX) is fast becoming recognized as the world premier trading venue. With dissimilar liquidity, foreign exchange is the world's largest financial market with over \$1.5 trillion USD traded daily.

➤ Asian Market Indicator

Asian market indicator is a price indicator that pegged to the average price of listed stocks in Asia Stock Exchange.

➤ Precious Metal Market

They provide gold trading that is admitted by London Bullion Market Association (LBMA).

1.6 Limitation of the study

The focus on this study is how the English skills are used by a broker in the economic circumstances, especially in fulfilling the standard of working at PT. Valbury. The passive English skills take a big part in doing a broker's job, like reading journals, news, charts and texts in English for helping them in making the investment decision. That is the reason why the present writer wants to know how the

passive English skills, which are also part of the English skills, influence the active English skills as a broker.

1.7 Layout of the Term Paper

This term paper starts with the Abstract, a concise summary of the entire paper in Indonesia. This Abstract is followed by Preface, in which the present writer acknowledges the work and contribution of other parties. After that is the Table of Contents, followed by its five chapters:

Chapter I is the introduction to the analysis

Chapter II contains the library research

Chapter III deals with holds the performance of the research

Chapter IV contains the result and discussion of the research

Chapter V contains the conclusion, the present writer's comments and suggestion

In the final part, the present writer presents successively the Bibliography and the Appendices.