

## TABLE OF CONTENTS

TITLE	
The Approval Sheet.....	ii
Intellectual Property Statement Form .....	iii
The Improvement Sheet .....	iv
Motto and Dedication.....	v
Abstract.....	vi
Abstrak .....	vii
Acknowledgments.....	viii
Table of Content.....	x
List of Table .....	xiii
List of Chart .....	xiv
<b>CHAPTER I INTRODUCTION</b>	
A. Background of the Research .....	1
B. Question and Scope of the Research .....	6
C. Research Hypothesis .....	6
D. The Objective of the Research .....	7
E. Operational Definition .....	8
F. Systematic of the Research .....	9
<b>CHAPTER II THEORETICAL DESCRIPTION</b>	
A. Speaking .....	11
1. Definition of Speaking.....	11

2. Aspect of Speaking .....	13
3. Criteria of Good Speaking Skill .....	15
4. Problem of Speaking.....	16
5. The Aim of Speaking.....	18
6. Types of Speaking Performance .....	22
7. Classroom Speaking Activities.....	24
8. Speaking Assessment.....	25
<b>C. Direct Method</b>	
1. Definition of Direct Method .....	33
2. Characteristic of Direct Method .....	37
3. Function of Direct Method .....	38
4. The Step of Using Direct Method.....	38
<b>D. Sales Person</b>	
1. Definition of Salesperson.....	41
2. Definition of Salesperson Department .....	41
<b>E. Conceptual Framework.....</b>	<b>46</b>
<b>F. Relevant of the Research .....</b>	<b>48</b>
<b>CHAPTER III METHODOLOGY OF THE RESEARCH</b>	
<b>A. Time and Place of the Research .....</b>	<b>50</b>
<b>B. Population and Sample .....</b>	<b>51</b>
<b>C. Method of the Research.....</b>	<b>53</b>
<b>D. Instrument and Variable of the Research .....</b>	<b>54</b>
<b>E. Technique of Data Analysis.....</b>	<b>59</b>

**CHAPTER IV DATA ANALYSIS**

A. Data Description..... 67

B. Data Analysis Variable..... 71

C. Interpretation ..... 79

**CHAPTER V CONCLUSION AND SUGGESTION**

A. Conclusion..... 81

B. Suggestion ..... 82

BIBLIOGRAPHY

APPENDICES

BIOGRAPHY



## LIST OF TABLE

Table 2.1. Scoring rubric of speaking .....	29
Table 3.1 Connection conciliation variable .....	59
Table 3.2 Calculate the range formula .....	60
Table 3.3 Count Lots of class formula .....	61
Table 3.4 Calculate the length of the interval class formula.....	61
Table 3.5 Cronbach Alpha Formula.....	63
Table 3.6 Kolmogrov-Smirnov Test Formula.....	64
Table 3.7 T-test formula.....	65
Table 4.1 Gender of Respondents .....	68
Table 4.2 Ages of Respondents.....	69
Table 4.3 Distributions Frequency of Pre-test .....	71
Table 4.4 Distribution Frequency of Post-test .....	73
Table 4.5 Case Processing Summary .....	75
Table 4.6 Reliability Statistics .....	75
Table 4.7 Total Items Statistics.....	76
Table 4.8 Testing Data Normality Pre-test .....	76
Table 4.9 Testing Data Normality Post-test.....	77
Table 5.0 One - Samples Statistics.....	78
Table 5.1 One - Sample Test.....	78



## LIST OF CHART

Chart 4.1 Genders of Respondents.....	69
Chart 4.2 Ages of Respondents.....	70
Chart 4.3 Distribution Frequency of Pre-test.....	72
Chart 4.4 Distribiution Frequency of Post-test.....	74

