



International  
Communication

Islamic  
Banking

Vocabulary  
in context

# ENGLISH for Islamic Economy

a handbook for college students



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STKIP PGRI Bangkalan  
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# ***English for Islamic Economy: A Handbook for College Students***

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## **Preface**

*English for Islamic Economy is a branch of English for specific purposes designed for those studying in the field of Islamic economy law or sharia. This book provides insights of how communication skills in the context of economy in Islam can be met. This book is a set of supplementary materials for students who are studying in the department of economics or Islamic economy by adjusting the English language needs for international communication. This book has book map to navigate the learners and teachers to use this book. There are four areas of coverage namely unit and topic, function areas, English skills focus, and competence. Those areas will guide the book users to recognize the goals of each unit.*

*Bangkalan, February 2, 2022*

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## Book Map

<b>Unit &amp; Topic</b>	<b>Function areas</b>	<b>English skills focus</b>	<b>Competence</b>
(1) Islamic Banking	<ul style="list-style-type: none"> <li>• Asking for and giving opinions</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Summarizing</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Asking for and giving opinions of the effectiveness of sharia economy in Indonesia.</li> <li>• Identifying the characteristics of Sharia economy</li> <li>• Identifying the strengths of Sharia economy</li> <li>• Recognizing terminology of sharia banking</li> <li>• Summarizing the concept of sharia banking</li> </ul>
(2) Human Resource	<ul style="list-style-type: none"> <li>• Performing job interview</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Writing application letter</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Performing dialogue of job interview for a certain position in a company.</li> <li>• Responding to interview for a certain position in a company interview for a certain position in a company.</li> <li>• Identifying aspects in human resource in Islamic Banks and Finance.</li> <li>• Writing application letter for a certain position in a company from advertised vacancy.</li> </ul>

<p>(3) Foreign Exchange</p>	<ul style="list-style-type: none"> <li>• Performing dialogue of foreign exchange</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Making foreign exchange</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Making foreign exchange from IDR to other currencies.</li> <li>• Responding to dialogue of foreign exchange from IDR to other currencies.</li> <li>• Recognizing Foreign Exchange (Sharf) as a product service of Sharia Banks.</li> <li>• Making foreign exchange from IDR to other currencies.</li> </ul>
<p>(4) Islam and Marketing</p>	<ul style="list-style-type: none"> <li>• Making a phone call</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Making a short composition</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Making marketing by phone.</li> <li>• Responding marketing by phone.</li> <li>• Recognizing saving and current account.</li> <li>• Writing a short passage about description of local market.</li> </ul>
<p>(5) Supply and Demand</p>	<ul style="list-style-type: none"> <li>• Ordering something by phone</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Interpreting chart/table</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Bargaining in shopping</li> <li>• Responding to bargaining in shopping</li> <li>• Recognizing concept of supply and demand</li> <li>• Writing interpretation of economic graphic/chart.</li> </ul>

<p>(6) Banking Transaction &amp; Communica tion</p>	<ul style="list-style-type: none"> <li>• Performing expressions of bank teller</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Introducing to business emails, letter, and memos</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Performing dialogue of bank teller activity.</li> <li>• Responding to dialogue of bank teller activity.</li> <li>• Recognizing the conditions of sharia banking in Indonesia</li> <li>• Writing business emails, letter, and memos.</li> </ul>
<p>(7) Economic Growth</p>	<ul style="list-style-type: none"> <li>• Making business presentation</li> <li>• Reading aloud</li> <li>• Pronouncing words related with the text</li> <li>• Comprehending the text</li> <li>• Writing comparisons</li> </ul>	<ul style="list-style-type: none"> <li>• Listening and Speaking</li> <li>• Reading and Writing</li> </ul>	<ul style="list-style-type: none"> <li>• Talking about economic growth in Indonesia</li> <li>• Responding to VOA news titled Indonesian “technopreneur” supports economic growth.</li> <li>• Making a small presentation about prospective business</li> <li>• Finding information about cultural sharia economy in Malaysia</li> <li>• Writing short composition of comparison among three Islamic countries: Pakistan, Malaysia, and Iran.</li> </ul>



## UNIT 1

### *Islamic Banking*

#### A. Brace yourself



1. What comes to your mind when you look at the picture above?
2. Can you find that kind of bank in your country? Mention!
3. What do you think about Islamic banks in your country?

## B. Listen and speak

*Perform the following dialogue with your partner:*

At a campus library, two students are discussing Mr. Khalid's book about Sharia economics that they got this morning.

Ahmed : Assalamualaikum, Nurul.

Nurul : Wa'alaikumsalam, Ahmed.

Ahmed : Hei, what book are you reading?

Nurul : Ow,, it's the book that we got this morning, about Sharia economics. What do you think about this book, my friend?

Ahmed : In my opinion, I think it's rather difficult to understand because the explanation is devious, not straightforward.

Nurul : I don't think so. I feel that this is such a good book. It has long explanation on each chapter, but not devious I guess.

Ahmed : I have tried to read the first chapter for several times, but I don't really get the point. Would you mind explaining it to me?

Nurul : Of course not.

*Asking and giving opinions*

### **Asking for opinion**

What do you think about .....?

What's your opinion about .....?

What about .....?

What would you say to .....?

### **Giving opinion**

I think

Don't you think .... ?

In my opinion

Well, I must say

I'd say ...

**Agreeing**

Yes, I think so.

Yes, I think that's a good point.

I'll go along with that.

**Disagreeing**

I don't think so.

I think you may have missed the point

Sorry, I can't go along with that.

*Exercise:*

*Now, work in pairs and make a dialogue about one of the following situations.*

*When finished, perform the dialogue in front of the class.*

❖ Situation 1

You and your friend find an announcement that there is a change of schedule of accounting class of which Friday is the new schedule. You are not convenient with it. Ask your friend's opinion.

❖ Situation 2

In your campus, there is a new English lecturer. Currently, he teaches your class. Ask your friend's opinion about him.

❖ Situation 3

You are not sure whether you should take TOEFL preparation class this semester. Ask your friend's opinion about it.

*Think about:*

*What do you think about the existence of Sharia economy in your country? Do you think it is fairer in economy justice?*

### C. Read and write

#### Key Vocabulary

Prohibit /prə'hɪbɪt/ V	: melarang
Capital /'kæpɪtəl/ N	: modal
Loan /ləʊn/ N	: pinjaman
Avoid /ə'vɔɪd/ V	: menghindari
Excessive /ɪk'sesɪv/ Adj	: berlebihan
Interest /'ɪntrəst/ N	: bunga

#### Islamic Banking; Introduction

**I**slamic banking (or participant banking) (Arabic: المصرفية الإسلامية) is banking or banking activity that is consistent with the principles of Islamic law (Sharia) and its practical application through the development of Islamic economics. Sharia prohibits the fixed or floating payment or acceptance of specific interest or fees (known as Riba or usury) for loans of money. Investing in businesses that provide goods or services considered contrary to Islamic principles is also Haraam (forbidden). While these principles may have been applied to historical Islamic economies, it is only in the late 20th century that a number of Islamic banks were formed to apply these principles to private or semi-private commercial institutions within the Muslim community.

Islamic banking has the same purpose as conventional banking: to make money for the banking institute by lending out capital. Because Islam forbids simply lending out money at interest (riba), Islamic rules on transactions (known as Fiqh al-Muamalat) have been created to avoid this problem. The basic technique to avoid the prohibition is the sharing of profit and loss, via

terms such as profit sharing (Mudharabah), safekeeping (Wadiyah), joint venture (Musharakah), cost plus (Murabahah), and leasing (Ijar).

The term "Islamic banking" refers to a system of banking or banking activity that is consistent with Islamic law (Shariah) principles and guided by Islamic economics. In particular, Islamic law prohibits usury, the collection and payment of interest, also commonly called *riba* in Islamic discourse. In addition, Islamic law prohibits investing in businesses that are considered unlawful, or *haram* (such as businesses that sell alcohol or pork, or businesses that produce media such as gossip columns or pornography, which are contrary to Islamic values). Furthermore the Shariah prohibits what is called "Maysir" and "Gharar". Maysir is involved in contracts where the ownership of a good depends on the occurrence of a predetermined, uncertain event in the future whereas Gharar describes speculative transactions. Both concepts involve excessive risk and are supposed to foster uncertainty and fraudulent behavior. Therefore the use of all conventional derivative instruments is impossible in Islamic banking. In the late 20th century, a number of Islamic banks were created to cater to this particular banking market.

*Decide whether the following statements true (T) or false (F) based on the text*

1. Islamic banking is persistently based on Islamic rules.
2. Sharia economy welcomes the implementation forbid of Usury.
3. Islamic laws forbid infestation in the circle of pornography and alcohol.
4. Islam accepts *riba* in banking.
5. To avoid *riba*, Islam uses the sharing of profit and loss.

<b><i>Match the words with the appropriate definition</i></b>	
<b>Ijar</b>	excess, increase or addition, which according to Shariah terminology, implies any excess compensation without due consideration (consideration does not include time value of money)
<b>Musharakah</b>	a special kind of partnership where one partner gives money to another for investing it in a commercial enterprise
<b>Mudharabah</b>	refers to the sale of goods at a price, which includes a profit margin agreed to by both parties
<b>Riba</b>	lease, rent or wage. Generally, Ijarah concept means selling the benefit of use or service for a fixed price or wage
<b>Wadiah</b>	A person deposits funds in the bank and the bank guarantees refund of the entire amount of the deposit, or any part of the outstanding amount, when the depositor demands it
<b>Murabahah</b>	a relationship between two parties or more, of whom contribute capital to a business, and divide the net profit and loss pro rata

✓ *Focus on writing:*

*Now, make one-paragraph summary of sharia banking based on your understanding of the text and your experiences.*

**D. Let's check your competence**

*Work in pairs. Make a dialogue about the following situations and perform it in front of your class.*

1. You want to open a saving account in a certain bank. Yesterday, you got an offering brochure from a conventional bank. Ask your friend's opinion about it.
2. Based on your knowledge and experience, how do you feel about sharia banks? Write in not more than 100 words.

**E. Let's make a reflection**

---

What I know about Islamic Banking

---

What I did not know about Islamic Banking

---

What I have learned about Islamic Banking

---

## UNIT 2

### Human Resource

#### A. Brace yourself



1. What can you say about the picture?
2. Who is the woman with her pen?
3. Who is the man with a paper?
4. Have you been on a job interview? What things did you say?



## B. Listen and speak

### Vocabulary

resume	a summary of a person's work and education
responsibilities	things that must be done
to oversee	to be the boss of, to make sure something is done, to supervise
to keep track of	to be aware of or notice something
inventory	the number of items a store has
to handle	to take care of, to deal with
to be transferred	to be moved from one place to another
an opening	an available job
a position	a job
reputation	how other people feel about something, the opinion of other people
to jump on something	to do something immediately



*Listen to the recording twice and answer the following questions.*

1. Carey was a boss at Computer Country. (True/False)
2. Carey knew how many computers were in her store. (True/False)
3. Carey liked taking care of angry customers. (True/False)
4. Carey's husband has a new job in a new city. (True/False)
5. Carey would be able to start her new job next week. (True/False)
6. Carey would like to work at Ms. Ballard's company. (True/False)
7. Ms. Ballard's company isn't liked by many people. (True/False)

*Practice the following dialogue with a partner.*

A : Good morning sir, assalamualaikum. Welcome to Panin Bank Syariah.

B : Good morning. Waalaikumsalam.

A : Well, could you tell me something about yourself?

B : I come from Surabaya. I graduated from State Islamic Institute of Surabaya majoring Sharia Economics. I've been working at the Hartono Elektronika since 2010 as a part timer. I really enjoy working with people and working with computers.

A : What position do you apply and what skills have you got?

B : I apply for the position of customer service. I have a lot of experience with computers. I can use Microsoft Word, Power Point and Excel. I am good at math and enjoy working with numbers. In my campus, I learned a lot about Islamic economics. I think I know much about Islamic economy to apply in this company.

A : Why do you want to work for this company?

B : I want to work for this company for a long time. I think I can work best in this company according to my capacity in Islamic economy.

A : Well, we think that will be enough information for us. You can wait our call in a few days whether you are accepted in this company.

B : Thank you very much, sir. I am looking forward to your call.

*Make a dialogue with your partner about job interview with one of the following positions:*

- a. Manager
- b. Telemarketing
- c. Customer service
- d. Tax officer

### C. Read and write

#### Key Vocabulary

Manpower /'mænpaʊə/ N	: Tenaga kerja
National Dailies /'næʃnəl 'deɪlɪz/ Adj.P	: Harian nasional
Merit /'merɪt/ N	: Kebaikan, jasa
Equal /'i:kwəl/ Adj	: Sama
Temporary /'tempərəri/ Adj	: Sementara

### **Human Resources Development in Islamic Banks and Finance**

The Islamic Banks and Finance have their own human resources consisting of recruitment, placement, promotion, transfer, and termination.

In terms of recruitment, Islamic Banks assess their needs for manpower recruitment with the company's organizational goals. Open positions are advertised the National Dailies. The advertisement mainly provides a description of the positions, scale of pay, age, nationality, educational qualifications, experience and other terms and conditions of the application and service. Current employees may apply to fulfill the advertised open positions. In terms of age of a candidate, normally he shall not be less than twenty years and more than thirty years of age at the time of appointment by direct recruitment as an officer, and not less than eighteen years and more than thirty years of age at the time of appointment by direct recruitment, as an employee other than an officer in the service of the banks. Physical fitness is another important factor in the recruitment of personnel at a bank. Thus, an applicant must be declared physically fit by the Medical Officer of the bank or some other Medical Authority specified by the bank on their behalf.

Placement dealing with positions may be filled by direct recruitment or by the promotion of an existing employee. Prior to starting in a new position, a

new employee must fulfill the terms and conditions required in the appointment letter he receives notifying him of the offer.

In promotion, Islamic banks may consider promoting an employee according to his merit based upon the total marks obtained on his Annual Confidential Report (ACR). The ACR keeps track of an employee's academic qualifications, professional qualifications, training, seniority in the feeder grade, adverse service record in the feeder grade, promotion examination (viva-voce or written test or both). In the event two candidates have the same quality marks, seniority may be used as a determining factor. Seniority is calculated by years of service with divisions of the year being calculated on a pro rata basis rounding towards the nearest whole number.

In terms of transfer, an employee may be transferred between locations or job classifications as the order of the competent authority. Normally an employee must be in a position for at least three years before being transferred. Transfers result in new challenges, environment and employee relationships affecting an employee's interest in his work.

Islamic banks may dismiss the service of an employee at any time once he has been given at least one month's written notice. As an alternative, an employee can be terminated immediately if the bank chooses to make payment equal to one-month's salary in lieu of giving such notice. In addition, the employee may not be entitled to any form of compensation for termination of service. The duration of such notice depends upon the nature of service, whether it is temporary, probation or confirmed. Normally disciplinary problems or medical concerns may be given as causes for dismissal from service.

Questions:

1. How could applicants find advertisements of opening of Islamic bank and finance?
2. What information do usually the advertisements provide in the opening?
3. From what base do Islamic banks give promotion to the employees?
4. If an employee is on a certain position for a one year, is he/she possible to transfer other places?
5. What are the normal causes or problems that make employees are dismissed from service?

*Match the words in the left column the correct explanation in the right column.*

a. Recruitment	Movement of employees to another department or region after having been working for a certain period.
b. Placement	A decision to end employees' contract of work.
c. Promotion	A process on which company wants to have selection of professional manpower to a certain position.
d. Transfer	Company posts the employees to the proper position.
e. Termination	A phase in which employees are offered a higher position in the company based on their achievement and good performance.

❖ Focus on writing

Look at the following job vacancy.

**JOB VACANCY**

**BSI** BANK SYARIAH INDONESIA

**EXPERD CONSULTANT  
(PT. Sarana Exhirindo)**

**Officer Development Program Risk  
Bank Syariah Indonesia  
Officer Development Program IT  
Bank Syariah Indonesia**

**APPLY HERE: <https://bit.ly/3v6Un5D>  
BEFORE: 13 June 2021**

**SCAN ME**

**ITB Career Center**  
DIREKTORAT KEMAHASISWAAN

*See the following example of application letter.*

Human Resource Department  
PT Bank Panin Syariah Jakarta

Dear Sir,

I am writing to you in response to your advertisement for a Customer Service in for placement in Jakarta, which appeared in Daily Jawa Pos on June 13, 2021. As you can see from my enclosed resume, my experience and qualifications match this position's requirements.

I especially would like to point out that I graduated from The State Islamic Institute of Islamic Studies Surabaya in 2020 majoring Sharia Economics. During my college study, I have gained some organizational activities by joining Student Executive Board. As well as that, I have gained work experience by becoming a part-timer as administrative staff at Temas Line Company in 2020

I look forward to an opportunity to personally discuss the position with you. I will call you within the next five days to arrange an interview.

Sincerely,

Muzakki Ahmad

## Useful Key Phrases

Please accept this letter as an expression of interest in the position of...

I have enclosed a copy of my resume for your review.

...and believe I possess the right combination of....skills.

My current position .... has provided the opportunity to ...

I would welcome the opportunity to personally discuss my potential contributions to your company with you.

I look forward to your reply.

*The following is a vacancy from Panin Bank Syariah to a number of positions. Now, make application letter to one of the following offered positions.*



**We Are Hiring**

Available Open Positions:

1. RM Funding
2. Team Leader Funding
3. RM Priority Banking
4. Sub Branch Manager
5. Customer Service

**Requirement :**

- Max 35 years old
- At least 2 year(s) of working experience in the related field is required for this position.
- Able to work under pressure with strong endurance
- Having service excellence and comprehensive knowledge related service and product banking
- Have good communication and negotiation skill
- Willing to be placed in **JABODETABEKSERCIL**

to apply for this opportunity please send your resume to attachment not exceed capacity of 2MB  
[recruitment@bankmuamalat.co.id](mailto:recruitment@bankmuamalat.co.id)

Bank Muamalat tidak pernah meminta biaya apapun atau menunjuk travel manapun dalam seleksi ini

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IB terdaftar dan diawasi OK



#### D. Let's check your competence

a. Choose the best response for each one

1. When did you start your current \_\_\_\_\_ (= job)?
  - a. position
  - b. place
  - c. work
  
2. I left my last job because I felt that they didn't recognize my \_\_\_\_\_.
  - a. accomplishments
  - b. accommodations
  - c. acclimation
  
3. I've always been a team \_\_\_\_\_. (= I've always worked well with other people)
  - a. play
  - b. worker
  - c. player
  
4. I believe I'm a good \_\_\_\_\_ for this position.
  - a. fitness
  - b. fit
  - c. man
  
5. Tell me a little about your \_\_\_\_\_ job (= your last job).
  - a. past
  - b. finished
  - c. previous
  
6. I developed good communication skills \_\_\_\_\_ as a customer service representative.
  - a. while working

- b. when working
  - c. by working
7. What does "rep" stand for?
- a. representative
  - b. republican
  - c. reprimand
8. You shouldn't discuss salary until the interviewer \_\_\_\_\_ ( = starts talking about it).
- a. brings up
  - b. brings it on
  - c. brings it up
9. An interviewer might ask you what your "salary \_\_\_\_\_" are.  
This is the formal way of asking how much money you require.
- a. needs
  - b. requirements
  - c. desires
10. Many companies want to hire someone who can \_\_\_\_\_ well.
- a. take pressure/stress
  - b. handle pressure/stress
  - c. get pressure/stress
- b. *Discuss with your friends. What makes an application letter look good? In what ways?*

**c. Let's make a reflection**

---

**What I like best in this unit**

---

**What I do not like in this unit**

---

**The improvement I have made after learning this unit**

---

## UNIT 3 Foreign Exchange

### A. Brace yourself



1. *Have you travelled abroad?*
2. *If you want to travel abroad, what do you do with your money?*
3. *Have you ever done foreign exchange?*
4. *What's the current value of IDR to USD?*

## B. Listen and speak

### *Making Foreign Exchange*

- Cashier : Assalamualaikum, May I help you?
- Mohammad Halim : Wa'alaikumsalam. I would like to make a foreign exchange. What's the buying rate for Dollars?
- Cashier : IDR. 14,550 to Dollar.
- Mohammad Halim : Okay. I'd like to change some Rupiahs into US dollars, please.
- Cashier : Sure. How much would you like to change?
- Mohammad Halim : IDR. 10 Million.
- Cashier : Very good. May I see your passport?
- Mohammad Halim : Here you are.
- Cashier : How would you like your bills?
- Mohammad Halim : In fifties please.
- Cashier : Here you are.
- Mohammad Halim : Thank you.

*Now, work in pairs and make a dialogue about foreign exchange based on the following table. Choose one of the following currencies.*

Currency	Value	Selling Rate	Buying Rate
<b>AUD</b>	1.00	9,521.54	9,424.23
<b>CAD</b>	1.00	9,378.42	9,282.46
<b>CNY</b>	1.00	1,477.02	1,462.35
<b>EUR</b>	1.00	12,190.50	12,067.60
<b>GBP</b>	1.00	15,001.20	14,847.63

### C. Read and write

Key Vocabulary:

Foreign /'fɒrən/ Adj	: Asing, luar negeri
Exchange /ɪk'stʃeɪndʒ/ N	: Pertukaran
Require /rɪ'kwaɪə/ V	: Membutuhkan
Margin /'mɑ:dʒɪn/ N	: Batas
Purchase /'pɜ:tʃəs/ V	: Membeli

#### Foreign Exchange (SHARF)

**B**ank Indonesia has informed legally that there are three services of Islamic Banks provided to the community. Foreign Currency Exchange or known as Sharf is one of the services offered apart from Islamic import letter of credit (l/c) and Islamic Bank Guarantee.

Foreign Currency Exchange is the services provided by Islamic bank to buy or sell the same currency (single currency) and different currencies (multi currencies) to be exchanged or required by customer.

Futures and mechanism of foreign exchange service covers several aspects. Bank shall act as the party receiving the exchange or party exchanging the money from or to customer; Transaction of foreign exchange currency may only be conducted in the form of spot transaction; and in the event that money exchange is performed involving different currencies in money changer activity, the transaction must be conducted in cash by using the exchange rate applicable at the time of transaction.

Banks and Customers have their own benefit in this foreign exchange. Banks provides foreign currency required by customer and earns profit from the rate margin in the event of different currencies. On the other hand, customers obtain the currency required for transaction.

In Indonesia, Foreign Exchange in Islamic Banks has been under the legal law, that is, Fatwa of National Islamic Council No: 28/DSN-MUI/IV/2002 concerning Sale and Purchase of Currency (Al-Sharf).

Questions:

1. How is Foreign Currency Exchange defined?
2. How many services offered by Islamic Bank in Indonesia?
3. What is the main idea of paragraph 3?
4. Is it possible to do foreign exchange transaction using Last week's exchange rate? Why?
5. What benefit do the customers have when conducting foreign exchange transaction?
6. What legal law protecting Foreign Exchange in Islamic Banks in Indonesia?

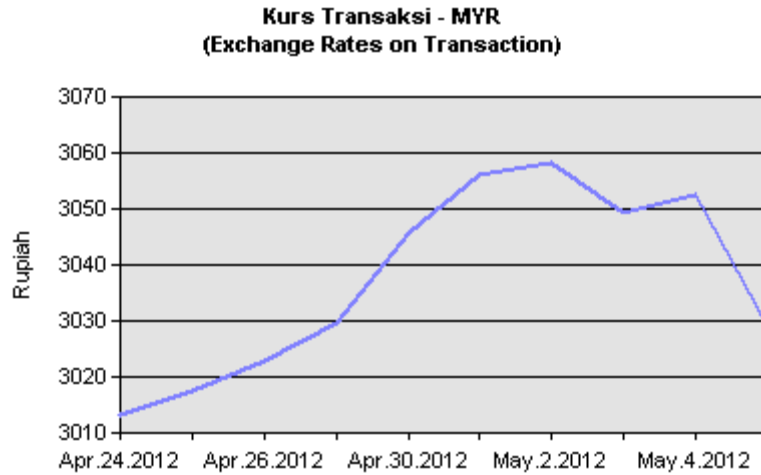
*Look at the terms in the left column and match the meanings in the right column.*

*Write the letters only.*

- |                |  |
|----------------|--|
| 1. ___Foreign  | a. concerning other countries                        |
| 2. ___Exchange | b. money in use in a country                         |
| 3. ___Currency | c. money that you make in business                   |
| 4. ___Rate     | d. replacement                                       |
| 5. ___Profit   | e. fixed price that is charged or paid for something |

✓ Focus on writing

Explain the following chart of buying and selling rate from IDR to MYR in ten sentences.



Source : Bank Indonesia

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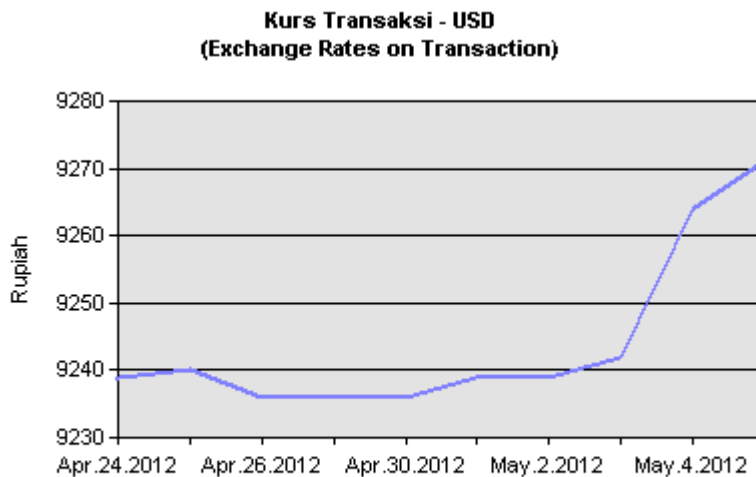
**D. Let's check your competence**



1. Make a dialogue about foreign exchange based on the following table.  
Choose one of the following currencies.

Currency	Value	Buying rate	Selling rate
<b>HKD</b>	1.00	1,193.95	1,182.02
<b>JPY</b>	100.00	11,556.89	11,437.84
<b>KRW</b>	1.00	8.19	8.11
<b>MYR</b>	1.00	3,052.39	3,020.09

2. Explain the following exchange rate from USD to IDR with your own words.



Source : Bank Indonesia

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**E. Let's make a reflection**

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**What I like best in this unit**

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**What I do not like in this unit**

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**The improvement I have made after learning this unit**

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## UNIT 4

### *Islam and Marketing*

#### A. Brace yourself



1. Have you ever been offered to buy certain products or services from someone? Share it with your friends!
2. What are the people's occupations?
3. What are they doing?

## B. Listen and speak

*Alifah-Air Company offers maintenance service for Air Conditioner (AC). They have chosen to broaden their customer base by implementing a telemarketing program. The following is an interaction between a Alifah-Air Company telemarketer, Jenny, who is using a script, and a prospective customer, Mr. Adams, whom she has contacted. The phone rings...*

**Sharifa** : Hello, Assalamualaikum, may I speak to Mr. Waheed?

**Mr. Waheed** : Wa'alaikumsalam, this is Mr. Wheed speaking.

**Sharifa** : Hi, Mr. Waheed. My name is Sharifa and I am calling from Go-AC Service. How are you today?

**Mr. Waheed** : I'm great, thanks.

**Sharifa** : As you may or may not know, Go-AC is one of the oldest and best-AC companies in Surabaya, with a reputation for high-quality, excellent maintenance service. Mr. Waheed, could you tell me if you use Air Conditioner at home.

**Mr. Waheed** : Yes , we use three Air Conditioners at home.

**Sharifa** : That's great. Could you please tell me if you have had your ACs inspected or checked in the last six months?

**Mr. Waheed** : I don't really recall the last time we had them checked. Maybe last year.

**Sharifa** : I would like one of our service people to come to your house so that you can take advantage of our free inspection and cleaning. Is Wednesday afternoon at 2:00 p.m. a convenient time for you?

**Mr. Waheed** : My ACs seem to be working just fine, but ... OK then. I agree. I can see you Wednesday.

**Sharifa** : Mr. Adams, I have you down for Wednesday afternoon at 2:00 p.m. We look forward to seeing you on Wednesday. Have a pleasant evening.

*Useful expression:*

Hello, may I speak to ...

My name is ... and I am calling from ...

As you may or may not know, Alifah-Air Company is ...

I would like to offer ...

✓ *Exercise:*

*Make a dialogue of telemarketing and perform in front of your class based on the following situation:*

You are a telemarketer of an internet provider in Jakarta. You want to offer the new product of internet broadband to a prospective customer, Sarah, working as a teacher in Jakarta. Your company provides a free promotion to her. Call her and offer the product.

### C. Read and write

Key Vocabulary:

Collateral /kə'lætərəl/ Adj	: tambahan, jaminan
Provision /prə'vɪʒn/ N	: ketentuan, ketetapan
Diverse /daɪ'vɜ:s/ Adj	: beragam
Exemplify /ɪg'zemplɪfaɪ/ V	: mencontohkan
Greedy /'gri:di/ Adj	: pelit

## Sharia Marketing

**I**n the literal meaning, the meaning of marketing is the process of creating collateral product or service and is priced, promoted, and distributed to consumers. Then what's Sharia Marketing? More or less to represent the meaning of the above but with the addition to the provision rests shari'a in ways that made lawful by Allah SWT. Sharia Marketing must rest on four basic principles: Belief (Rabbaniyyah), Ethical (Akhlaqiyah), Realistic (Waqi'iyah), humanistic (Al-Insaniyyah).

Belief (Rabbaniyyah) is always close and watched him as he was carrying out all kinds of business forms, and he believes the slightest things will be asked to accountability.

Ethical (Akhlaqiyah) means that marketer is to promote Sharia moral issues (moral, ethical) in all aspects of its activities. Several cases of corruption of our country show that the ethical and moral values no longer serve as guidelines in the business.

Realistic (Waqi'iyah) concerns with wary of market conditions and changing. Marketing Sharia is not exclusive concepts, fanatical, anti-modernity, and stiff. Sharia marketing is the marketing concept of flexible and flexible in attitude and get along. He is understood that the social situation is very heterogeneous environment, with diverse ethnic, religious, and race, there is the teaching given by God and exemplified by Prophet Muhammad to be more friendly, courteous, and sympathetic to his brothers from other people.

Humanistic (Al-Insaniyyah) means always oriented to the human. Islamic Law was created for people in accordance with its capacity regardless of race, color, skin, nationality and status. With this value, man becomes controlled and balanced, not a greedy man, who justifies any means to achieve profit maximization. Not a human being can be happy over the suffering of

others or people whose hearts are dry from social concerns. This makes the universal nature of sharia has thus become the universal laws of humanity.

Questions:

1. What is the main idea of paragraph 1?
2. What is the meaning of Sharia Marketing?
3. What aspects that must be considered by someone when doing sharia marketing?
4. What does the term 'belief' in Sharia marketing?
5. What does Realistic (*Waqi'iyah*) deal with?
6. Who is the good example of Islamic marketing?
7. What is the main idea of the last paragraph?
8. ...man becomes controlled and balanced, not a greedy man. What does the sentence mean? Explain with your own words!

*Look at the terms in the left column and match the meanings in the right column.*

*Write the letters only.*

- |                     |                                   |
|---------------------|-----------------------------------|
| 1. ___ Al-Insaniyah | a. showing kindness toward people |
| 2. ___ Waki'iyah    | b. pragmatic                      |
| 3. ___ Akhlakiyah   | c. legal                          |
| 4. ___ Rabbaniyah   | d. condition                      |
| 5. ___ Lawful       | e. moral                          |
| 6. ___ Provision    | f. faith                          |

✓ *Focus on writing*

*Write about 200 words, a short passage, telling the description about your market near your house. Describe the situation, the condition, the people, the goods and services sold, and what strategy of marketing they use. Use your own words to develop the topic.*

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**D. Let's check your competence**

*You are now working as a telemarketer at Salamah Insurance Surabaya. Your company wants to give nice promotion to a prospective customer with 50% discount. Your target is a lecturer working in Surabaya. Call him and offer the new product.*

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**E. Let's make a reflection**

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**What I like best in this unit**

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**What I do not like in this unit**

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**The improvement I have made after learning this unit**

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## UNIT 5

### *Supply and Demand*

#### A. Brace yourself



1. Do you like shopping?
2. How much money do you spend when you go shopping?
3. What do you prefer; domestic to overseas product? Why?

## B. Listen and speak

### Bargaining

*(at a flea-market)*

**Vendor** : Assalamualaikum, Madam, What can I do for you today?

**Customer** : (picking up a beautiful hand-painted plate) Walaikumsalam, this is quite lovely. Where was it made?

**Vendor** : Oh, I see you have excellent taste. Yes, that is beautiful, isn't it? It's local pottery. I think it was painted here by a local artist.

**Customer** : It's really something... do you have anything else by this artist?

**Vendor** : Well, how about these here? I had them brought in just this morning.

**Customer** : Yes, those are quite nice. What about the prices?

**Vendor** : Obviously, it depends on what you would like to buy. That plate that you were first looking at costs \$50.

**Customer** : \$50! That's quite expensive. I can't afford that.

**Vendor** : Listen, I can see that you are in love with that plate. Let's just make it \$45. I'd really like you to take that home with you.

**Customer** : How about \$35. I really can't go any higher than that.

**Vendor** : I really can't.

**Customer** : Well, \$38 is absolutely the most I can spend.

**Vendor** : Here you are. (hands the plate to the customer)

**Customer** : Thank you very much.

**Vendor** : Thank you, have a pleasant day.

*Useful expressions:*

Here are expressions for asking about prices:

How much is it?

How much does it cost?

How much is that altogether?

How much do these pens cost?

How much will that be altogether ?

if you as customer do bargaining you could use this expression:

How about ... dollars?

How about ... rupiahs?

Can you make it lower?

Can you lower the price?

Can you give me a discount?

Is there any discount?

That's too expensive, how about Rp. .... ?

Oh, that's rather expensive, how about ..... ?

Is there any discount for this dress/shirt/sweater/etc ?

*Work in pairs and make a dialogue about bargaining with the following situation:*

- Bargaining a roll of cotton cloth in a department store
- Bargaining a set of computer.
- Bargaining nice jeans.

### C. Read and write

Key Vocabulary:

Supply /sə'plai/ N : Persediaan, penawaran

Demand /di'mɑ:nd/ N : Permintaan

Extra cost /'ekstrə kɒst/ Adj.P : Biaya tambahan

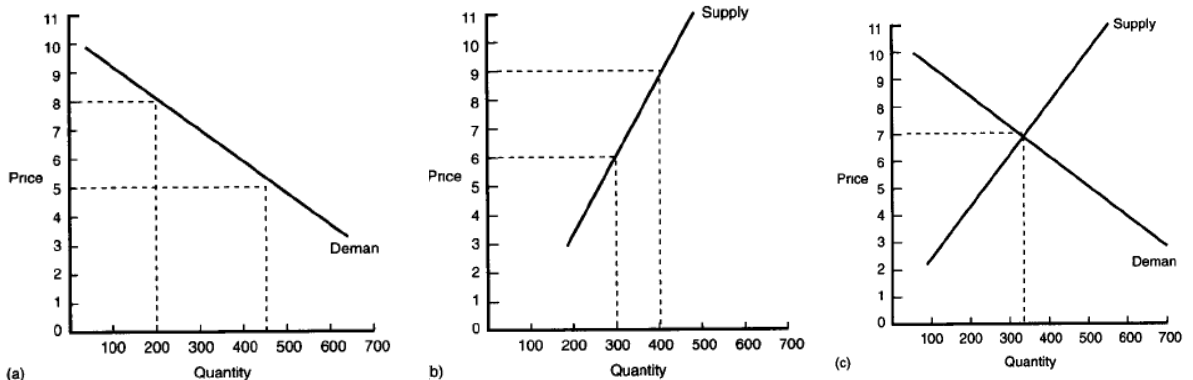
Manufacturer /,mænju'fæktʃərə/ N : Pabrik

Raw material /rɔ: mə'tiəriəl/ Adj.P : Bahan mentah

## Supply and Demand

The theory said that the value of goods depend on their supply how much or how many goods were being offered – and their demand – how much demanded.

By studying market we can work out how much producers can or are willing to supply at a certain price, and how much will be demanded at a certain price. It can be illustrated in two pictures called graphs (see graph a and b).



n (a) we have the demand for the product with the vertical – the upright line – giving us the price which could be in pound sterling, dollars, franc or yen; and the horizontal – the line across giving us the number of units that could be demanded, and this could represent cars, tonnes or coffees, or machine parts.

We can see at a price of 8 only 200 units are wanted. But if we take the price down to 5, then 40 units are demanded. The illustration in graph (b) shows us that suppliers will produce 400 units when the price is 9, and 290 units if it only falls to 6.

Sellers, suppliers, and buyers must now match demand with supply so that they can agree on a price. This is illustrated in graph (c). It shows that at the price of 7, 325 units will be both demanded and supplied.

Many sources state that production means supply and consumption means demand in the Holy Quran. As the actor of economy, we as humans must use all of the natural resources around us such as cattle, mountains, gardens, and seas with their richness. Humans can use them for doing goodness for the family, the poor, and relatives with effectively and without being stingy.

تَأْكُلُونَ مِنْهَا وَمَنْفَعٌ فِيهَا لَكُمْ ۗ خَلَقَهَا وَالْأَنْعَامَ

*And cattle He has created for you (men): from them ye derive warmth, and numerous benefits, and of their (meat) ye eat. (An-Nahl: 5)*

يَعْرَشُونَ وَمِمَّا الشَّجَرِ وَمِنْ بُيُوتِنَا الْجِبَالِ مِنَ النَّحْلِ إِلَى رَبِّكَ وَأَوْحَى

*And thy Lord taught the Bee to build its cells in hills, on trees, and in (men's) habitations; (An-Nahl:68).*

However, the things that Muslims can work at or create are limited to those that have been declared Halal by the Qur'an. Those that are Haram are banned for Muslims, not only from using them or consuming them, but also from producing or manufacturing them for the use of others, as well as distributing Haram goods or simply aiding in any way other people in acquiring these products, services, or goods that are considered Haram. Understanding what is lawful and unlawful, Halal or Haram, is basic towards understanding how supply and demand work in Islamic economies. All questions of supply and demand are tempered and guided by what is lawful and what is unlawful; there are certain demands that no Muslim may supply, or aid indirectly in supplying.

عَدُوٌّ مُّبِينٌ يَا أَيُّهَا النَّاسُ كُلُوا مِمَّا فِي الْأَرْضِ حَلَالًا طَيِّبًا وَلَا تَتَّبِعُوا خُطُوَاتِ الشَّيْطَانِ ۚ إِنَّهُ لَكُمْ

(168) O ye people! Eat of what is on earth, Lawful and good; and do not follow the footsteps of the evil one, for he is to you an avowed enemy (Al-Baqarah: 168).

Questions:

1. What did the value of goods depend on?
2. Why should graph (a) and (b) be matched together?
3. What is the main idea of paragraph 5?
4. What does the supply include?
5. Mention all the costs of producing the goods!
6. What does demand concern with?
7. What attitude toward nature should humans act according to the Holy Quran?
8. According to Islamic perspective, what is the main principle of producing and consuming products?

Vocabulary

*Substitute the appropriate terms for the underlined words or phrases in the sentences below.*

producers    agree    view    costly  
represented    match    stages    deliver  
illustrations    shipment    brand    economical

1. This product was processed through many steps before being packaged. \_\_\_\_\_
2. The product of your company did not suit the public needs. \_\_\_\_\_
3. Orders are placed from clarification and price list in the catalogue and then sent to the main company. \_\_\_\_\_

4. Most manufacturers and primary makers also use marketing facility.  
\_\_\_\_\_
5. After packing the product, the transport is ready to send them to other countries. \_\_\_\_\_
6. The trademark of the products was becoming household names through commercial TV. \_\_\_\_\_
7. The prices of raw materials that we use for production become too expensive lately. \_\_\_\_\_
8. The small trader with his customer must compete with a new form of large trader served as the supermarkets and chain stores. \_\_\_\_\_

✓ *Focus on writing*

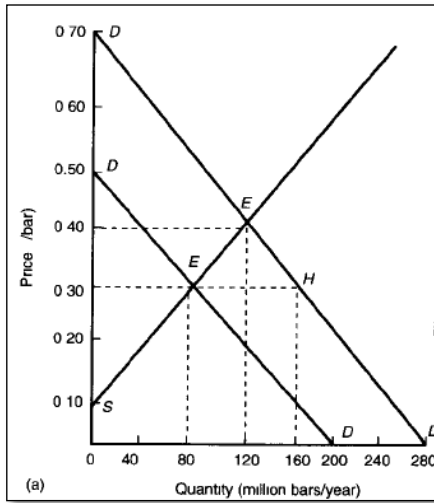
*Place the words in the right column, and then add a few more words of your own.*

be constant	climb	collapse	cut
expansion	extension	fall	go down
growth	improvement	level off	push down
reduction	rise	shoot up	soar
stability	stagnation	stand at	stay at

	↗	↘	→
Verbs			
Verbs			
Verbs			
Verbs			
Verbs			
Verbs			
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**TABLE 3-2**  
**THE EFFECT OF AN INCREASE IN THE PRICE OF ICE CREAM ON**  
**THE DEMAND FOR CHOCOLATE**

PRICE OF CHOCOLATE (/bar)	DEMAND FOR CHOCOLATE AT LOW ICE CREAM PRICE (million bars/year)	DEMAND FOR CHOCOLATE AT HIGH ICE CREAM PRICE (million bars/year)
0 00	200	280
0 10	160	240
0 20	120	200
0 30	80	160
0 40	40	120
0 50	0	80
0 60	0	40
0 70	0	0

*Make ten sentences based on the graph and table above.*

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#### D. Let's check your competence

1. You are at a HighTech Mall Jakarta buying two internet broadbands. You want to bargain them. Make the dialogue!
2. Fill in the blanks in the text with the words provided below.

a low point	declined	doubled	drop
from	increased slightly	recovered	remained
rising sharply	sudden	to	were

In January, gold sales \_\_\_\_\_ about 200 million dirhams per month. In February they \_\_\_\_\_ to Dhs 220 million, \_\_\_\_\_ to a peak of 350 million dirhams in March. Over the next four months, sales \_\_\_\_\_ steadily, reaching \_\_\_\_\_ of 120 million dirhams in July. In August, there was a \_\_\_\_\_ increase. Sales almost \_\_\_\_\_, rising \_\_\_\_\_ Dhs 120 million in July to Dhs 210 million in August. This was followed by a [?] in September to Dhs 120 million. From September to October, sales \_\_\_\_\_ from Dhs 120 million to Dhs 180 million. In October and November, sales \_\_\_\_\_ steady, and there was a small increase in December \_\_\_\_\_ 190 million dirhams.

**E. Let's make a reflection**

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**What I like best in this unit**

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**What I do not like in this unit**

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**The improvement I have made after learning this unit**

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## UNIT 6

### *Banking Transaction and Communication*

#### A. Brace yourself



1. Who is the woman in the office?
2. Who is the woman in front of her?
3. Do you think they are having transaction? How do you know?

## B. Listen and speak

*The following dialogue is about transaction in a bank. Perform this dialogue with your partner.*

Bank teller : Assalamualaikum. How may I help you?

Customer : Walaikumsalam. I'd like to cash this check.  
deposit this money into my account  
withdraw \$500.00 from my account.  
change this into American money. Pay this bill.

Bank teller : Can I have your bankcard please?

Customer : Ok. Here you are.

Bank teller : And, I'll need some picture ID as well.

Customer : Is my driver's license OK?

Bank teller : That'll be fine. Thanks.  
...Teller Counts money...  
Here is your ID and here is your money/your receipt.  
Will there be anything else for you today?

Customer : No, that's all thank you.

Bank teller : Have a nice day. Assalamualaikum...

Customer : You too. Wa'alaikumsalam...

### **Expression**

I want to cash a check

I would like to make a deposit into my checking account.

I need to withdrawal \$500 from my savings account.

I would like to apply for a credit card

## Response

Certainly, do you have an ID?

Please complete this deposit slip.

Of course, do you have your passbook with you?

Please see the woman at the accounts desk over there.

*Now make your own dialogue about banking transaction.*

For the teller, bank clients are going to enter your bank and make transactions at your window. Chose one of the following guidelines:

Name	Transaction	Amount	ID
<b>Mahmoud</b>	Withdrawal	\$450.00	Passport
<b>Bahri</b>	Saving	\$3000.00	ID card
<b>Mufarroha</b>	depositing	\$6,300.00	Passport

### C. Read and write

Key Vocabulary:

Trouble /'trʌbl/ N : Kesulitan

Risk / rɪsk / N : resiko

Require / rɪ'kwaɪə / V : membutuhkan

Fund / fʌnd / N : dana

Countless /'kaʊntləs / Adj : sangat banyak, tidak terhitung

## Sharia Economy in Indonesia: a solution

VIVA news - December 24<sup>th</sup>, 2008

**B**ank Indonesia has evaluated that the sharia economic system can be a way out for the troubled financial condition. "[The sharia economy] must be monitored in detail. It may offer a solution for the crashing economic situation," said Governor of Bank Indonesia Boediono on Tuesday, Dec 24.

According to Boediono, in the sharia economy, the risk is shared more fairly. "Everything, concerning who bears what, is certain," said Boediono. Deputy Governor of Bank Indonesia Muliaman Hadad claimed that in the recent global crisis, alternatives for the economic system are required. "In the current crisis, I think we need to find a way out. There are many sharia financial institutions. A synergy is needed, and we need to think about it," said Hadad. He went on to say that education and socialization are important to promote the sharia economy because countless people are not yet familiar with the system.

Meanwhile, State Minister of State-Owned Enterprises (SOEs) Sofyan Djalil said that SOEs would welcome placing funds at the sharia banks. However, the decision to place fund depends on the strategy of each SOE.

(Adapted from <http://wap.vivanews.com/>)

*Decide whether these statements true (T) or false (F)*

1. The worse financial condition can be improved through economy system of sharia (T/F)
2. In the sharia economy, the risk is shared more complicated (T/F)
3. There are so many people are not yet familiar with the system of sharia economy

4. Education and socialization are not needed to promote the sharia economy (T/F)
5. The condition of economy in Indonesia when the news was made was not in good condition (T/F)

### Vocabulary

*Substitute the appropriate terms for the underlined words or phrases in the sentences below.*

Monitor      evaluated      fund      State-Owned Enterprises      crashed

1. All of the ordered goods were damaged on the way of delivery.
2. He needs more money to run his business.
3. Supervisor must always check how the workers to maintain the performance.
4. To work in Government Business Corporation does not seem to be easy.
5. New employees' performance can be assessed each month before finally decided to extend the contract.



✓ *Focus on writing*

*Look at the following emails, letters, and memos*

Who do you think is the sender and receiver in each text (e.g. boss, client, supplier, colleague, employees)?

*a*

*Assalamualaikum wr. wb.,*

*We are going to have a meeting Tuesday! Hope you can come. Sorry about the short notice.*

*All the best*

*Ahmed*

*b*

*Assalamualaikum wr. wb., Mr. Owen*

*I am waiting to introduce myself. I am your new sales contract for Hasanah and Aisyah and I look forward to working with you in the future. I will be in your area next week and would like the opportunity to meet you.*

*Please do not hesitate to contact me about this or any other matter in the future. I am always available on 081334665667*

*Wassalamualaikum wr. wb.,*

*Wahid Hasyim*

*c*

*To : All staff*

*From : GM*

*Subject : Meet our Malaysian Sales Office Colleagues*

*Remember the meeting on Tuesday at 10.00 am. Our Malaysian office sales team is here for the day. So please attend.*

✓ Write one of the following. When finished, compare it to your friend next to you for comments.

1. An email to a colleague – ask to meet tomorrow, say when and where.
2. A letter to introduce yourself to a new customer – request a meeting.
3. A memo to everyone in your department – you want them to meet an important visitor next week, say when and where.

**D. Let's check your competence**

1. Work in pairs and make a dialogue about bank teller activity in the following guideline:

Name	Transaction	Amount	ID
Anisah	Withdrawal	\$450.00	Passport

2. Write the following letter, memo, and email.
  - a. An email to a colleague. Ask to see you next week for a discussion. Say where and when.
  - b. A letter to introduce yourself to your new superior. Request a meeting.
  - c. A memo to everyone in your department. Schedule a regular meeting. Say when and what room.

**E. *Let's make a reflection***

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**What I like best in this unit**

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**What I do not like in this unit**

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**The improvement I have made after learning this unit**

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## UNIT 7

### Economic Growth

#### A. Brace yourself



1. *What are the names of the countries as shown in the pictures above?*
2. *What do you know about those countries?*
3. *Do you think the economic growth is better than your country's? In what ways?*

**B. Listen and speak**

*Find the meaning of the following words. Use dictionary if necessary.*

- Rate \_\_\_\_\_
- Expand \_\_\_\_\_
- Entrepreneur \_\_\_\_\_
- Sustainable \_\_\_\_\_
- Device \_\_\_\_\_
- In ease of \_\_\_\_\_
- Barrier \_\_\_\_\_
- Loan \_\_\_\_\_
- Opportunity \_\_\_\_\_
- Risk \_\_\_\_\_



Now listen to the audio and answer the following questions:

1. What is the economic growth rate of Indonesia of the year?  
a. 5%      b. 3%      c. 6%      d. 8%
2. What business does Nadiem Makarim run?

- a. Audio jacks      b. Ojek service      c. Laundry service      d. Delivery
3. Half of Indonesian still live in \_\_\_\_\_ a day
- a. < 2dollars      b. > 2 dollars      c. 2 dollars      d. average 2 dollars
4. How do most Indonesian people use to go online? By ...
- a. Home computer   b. mobile gadget      c. Office computer      d. Internet center
5. What is Indonesia's rank from World Bank in ease of doing business?
- a. 120      b. 212      c. 183      d. 121
6. What is the biggest obstacle faced by Indonesian entrepreneurs?
- a. Lack of fund   b. inflation   c. Tuff competition   d. Less support from government
7. What is the benefit of Whiteboard Journal for young entrepreneurs?
- a. To get funding
- b. To see economic growth
- c. To update share market
- d. To promote their products.

➤ *Work in a group in three or four. Make a small presentation about small, creative, prospective business in your region. Take your participation as entrepreneur to make your country's economic growth better.*

### C. Read and write

Key Vocabulary:

Heritage /'herətɪd/ N	: Warisan
Compatible with / kəm'pætəbəl 'wɪð/ Adj	: sesuai dengan
Vibrant /'vaɪbrənt/ Adj	: bersemangat, hidup
Skyscraper /'skaɪskreɪpə/ N	: Gedung pencakar langit
Urbane /,ər'beɪn/ Adj	: Santun

#### Malaysia; the Islamic Economy Tiger

**T**he heritage of Islam in science and arts is clear evidence that Islamic concepts are compatible with the present and future aspirations of the Muslims. The success of Malaysia in building a vibrant economy and a cohesive national identity from a patchwork of cultures has shown that Islam guides its believers toward knowledge, progress, tolerance and good governance. Malaysia has proved that Islam is as relevant in Greater Syria today as it was 14 centuries ago. Because of the Malaysian example, the Muslims around the world now have high hopes for the rebirth of Islamic civilization soon.

In 1957 the federation of Malaya becomes independent from Britain and Malaysia was formed in 1963 through a federation of many former British colonies. Two decades after independence, Malaysia was still a middle-income country, with an economy dependent on commodities. It was exporting only raw materials such as rubber, palm oil and tin. The Kuala Lumpur of 1981 was in many ways still the city that the British had left at independence 24 years earlier. There was no skyscraper of note to be seen.

Today, Kuala Lumpur's skyline is dominated by landmarks such as the Petronas Twin Towers. More tall buildings shot up seemingly overnight in

Malaysian cities as the Malaysian companies asserted themselves through architecture.

From 1971 through the late 1990s, Malaysia has become an emerging multi-sector economy. The growth was almost exclusively driven by exports - particularly of electronics, steel and cars. Malaysia today is one of the biggest manufacturer and exporter of hard drives and memory chips in the world.

In Malaysian cities you will see manifestations of progress, tolerance and pluralism: a modern economy, an educated and urbane work force, and the ethnically and religiously diverse populations peacefully coexisting.

(adapted from <http://www.islamweb.net/> )

*Answer the following questions based on the text above.*

1. How are Malaysian convinced that Islamic concepts are compatible with them?
2. What is the main idea of the second paragraph?
3. How was the economic condition of Malaysia 20 years after the independence?
4. How was the economic condition of Malaysia from 1971 through the late 1990s?
5. It was exporting only raw materials ... (par 2). What does the word it refer to?
6. What are the main export commodities of Malaysia?
7. What are the signs that Malaysia has manifestations of progress, tolerance and pluralism?
8. Do you think Indonesia can implement Islamic economic system just like Malaysia? Why?



Define the following words/phrases with your own words in English.

Heritage \_\_\_\_\_

Independent \_\_\_\_\_

Raw materials \_\_\_\_\_

Skyscraper \_\_\_\_\_

Diverse population \_\_\_\_\_

✓ Focus on Writing

	<b>Pakistan</b>	<b>Malaysia</b>	<b>Indonesia</b>
<b>Foundation</b>	August 14, 1947	September 16, 1963	August 17, 1945
<b>Population</b>	177,100,000	28,334,135	237,424,363
<b>Area</b>	796,095 km <sup>2</sup>	329,847 km <sup>2</sup>	1,919,440 km <sup>2</sup>
<b>Water (%)</b>	3.1	0.3	4.85
<b>GPD of 2011 per Capita</b>	\$2,787	\$15,568	\$3,508
<b>Human Development Index (HDI)</b>	▲0.504 (low)	▲0.761 (high)	0.617 (medium)

Look at the table above and try to compare the three Islamic States based on the information provided. See the examples.

- a. Pakistan has **more** population than Malaysia with 177,100,000 people.
- b. If we compare with Pakistan and Indonesia, Malaysia has **the least** population with 28,334,135 people.

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**D. Let's check your competence**

Write the following sentences using the correct form of the adjective  
(comparative or superlative)

1. Clare is \_\_\_\_\_ Mike. (old)
2. Jane is \_\_\_\_\_ of the four. She eats very well and does a lot of sports,  
(healthy)
3. The coach thinks that Peter is the \_\_\_\_\_ player of the team,  
(fast)
4. The teacher doesn't think Christopher is \_\_\_\_\_ the other students.  
(intelligent)
5. Kamilla is \_\_\_\_\_ girl in the class. She is always laughing.  
(happy)

6. The Sahara desert is one of the \_\_\_\_\_ deserts in the world.  
(hot)
7. The climate in the North of Chile is \_\_\_\_\_ in the South,  
(dry)
8. Asia is \_\_\_\_\_ Europe. (big)
9. A Rolls-Royce is one of \_\_\_\_\_ cars in the world.  
(expensive)
10. Nights with no moon are \_\_\_\_\_ nights with full moon.  
(dark)
11. \_\_\_\_\_ hurricanes are developed over México,  
(violent)
12. Diamonds are \_\_\_\_\_ jewels in the world. (precious)
13. History classes are \_\_\_\_\_ chemistry classes.  
(interesting)
14. Belize is one of \_\_\_\_\_ cities I've visited (beautiful)
15. Rachel is \_\_\_\_\_ me, but... (thin)

**E. *Let's make a reflection***

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**What I like best in this unit**

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**What I do not like in this unit**

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**The improvement I have made after learning this unit**

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## Appendix 1

### *Listening script (Unit2)*

**Ms. Ballard:** I see on your resume that you worked as a manager at Computer Country. Could you tell me a little more about your responsibilities there?

**Carey Cornwall:** Sure. I was responsible for overseeing about 30 employees, I did all of the ordering for the store, and I kept track of the inventory.

**Ms. Ballard:** What was the most difficult part of your job?

**Carey Cornwall:** Probably handling angry customers. We didn't have them very often, but when we did, I needed to make sure they were well taken care of. After all, the customer is always right.

**Ms. Ballard:** That's how we feel here, too. How long did you work there?

**Carey Cornwall:** I was there for 3 1/2 years. I left the company last month.

**Ms. Ballard:** And why did you leave?

**Casey Cornwall:** My husband has been transferred to Emoryville and I understand your company has an opening there, too.

**Ms. Ballard:** Yes, that's right, we do. But the position won't start until the middle of next month. Would that be a problem for you?

**Carey Cornwall:** No, not at all. My husband's new job doesn't begin for a few weeks, so we thought we would spend some time driving to Emoryville and stop to see my parents.

**Ms. Ballard:** That sounds nice. So tell me, why are you interested in this particular position?

**Carey Cornwall:** I know that your company has a great reputation and a wonderful product. I have thought many times that I would like to be a part of it. When I heard about the opening in Emoryville, I jumped on the opportunity.

**Ms. Ballard:** Well, I'm glad you did. Now, please tell me about...

## Appendix 2

### *Listening Script (Unit 7)*

*This is the VOA Special English Economics Report.*

Indonesia has one of the world's fastest growing economies, expanding at a rate of six percent this year. Technology is helping fuel that growth, and producing a new generation of young entrepreneurs.

One of these "technopreneurs" is Nadiem Makarim. He graduated from the Harvard Business School in Boston, Massachusetts. He returned home and launched Go-Jek. This service connects motorcycle taxis, called ojek, with people who need a ride or a delivery.

Go-Jek uses online maps, mobile phones and a call center. The aim is to improve Jakarta's disorganized motorcycle taxi system. Nadiem Makarim says everything depends on a business plan.

NADIEM MAKARIM: "If you want to do good, there needs to be a business model behind it. If you want sustainable impact, then you need a market incentive to do that. I firmly believe that business and just straight up rational business growth, profitable business growth and social impact are not mutually exclusive."

Go-Jek recently won ten thousand dollars in a competition through the American State Department's Global Entrepreneurship Program. Indonesia is one of five countries in this program which links startup businesses with investors.

Many startups are Internet-based services. Indonesia already has more than seven hundred startups online, and new ones are launched every week. Half of

Indonesians still live on less than two dollars a day. But Indonesia has a young population interested in trying new technology.

Right now, about forty-five million Indonesians, or only about one in five, use the Internet. But about half of those people use mobile devices to go online, and those numbers are only growing.

Some experts say the conditions for local entrepreneurs are the best in the world. Still, the World Bank currently ranks Indonesia one hundred twenty-first out of one hundred eighty-three economies in ease of doing business. The biggest barrier to entrepreneurs is a lack of financing. Also, economists say Indonesia needs more entrepreneurs. They now make up less than one percent of the workforce. The rate is over seven percent in nearby Singapore, and almost twelve percent in the United States.

Indonesia's biggest bank, Bank Mandiri, expects to increase loans by as much as twenty-five percent this year. Demand is growing for credit for small businesses and for consumers.

Leonard Theosabrata helped start Whiteboard Journal. This online publication offers a place for young designers to show their products. He says Indonesia has a lot of opportunity for entrepreneurs who take a risk.

*And that's the VOA Special English Economics Report. I'm Mario Ritte.*





# ENGLISH for Islamic Economy

a handbook for college students



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