

## Appendix 1. Transcript conversation craft trader 1 between foreigners

### Transcript 1

Craft Trader: Come in, Sir! Look look please!

Foreigner: How much?

Craft Trader: I sell this (showing calculator Rp. 100.000) this.

Foreigner: It's too expensive. I take 2 at that price, okay?

Craft Trader: No lahh.

### Transcript 2

Craft Trader: Come here lady. Good stuff here.

Foreigner: What is that?

Craft Trader: Bag by rattan. It's look good for you.

Foreigner: Can I see?

Craft Trader: Yes yes can.

Foreigner: How much?

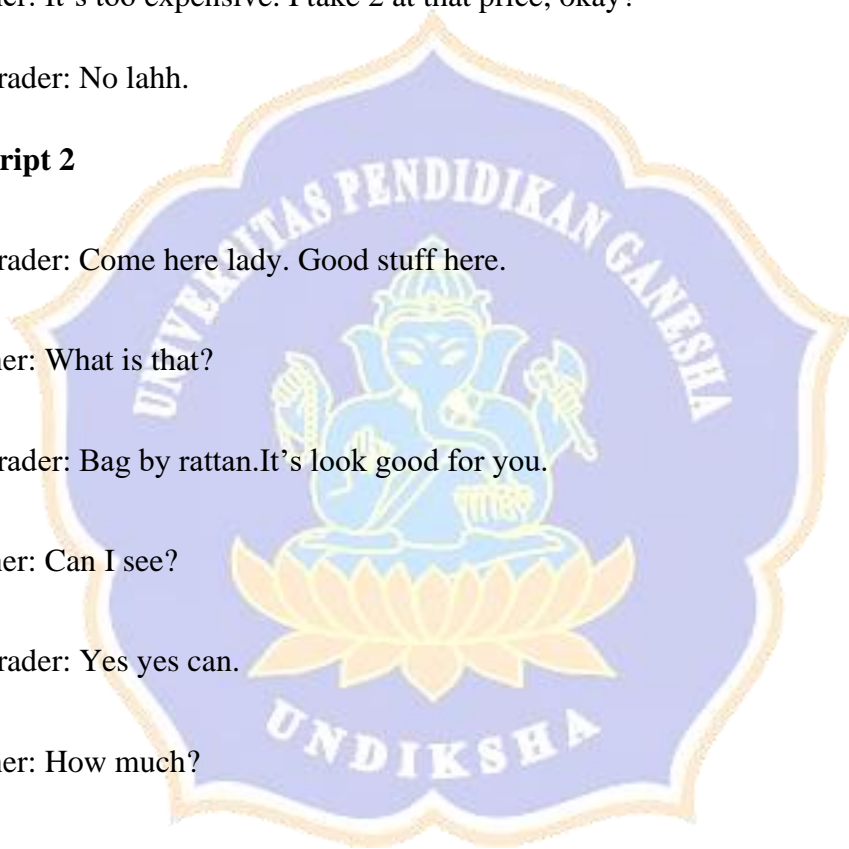
Craft Trader: One hundred thousand only.

Foreigner: Wow. Fifty thousand, I'll take it.

Craft Trader: Seventy, you can take

Foreigner: Ok, seventy. I take 3.

Craft Trader: Here your bag lady.



Foreigner: How much for all?

Craft Trader: All like this (showing calculator Rp. 210.000)

Foreigner: Here it is

Craft trader: Thanks ya beautiful lady.

### **Transcript 3**

Craft Trader: Want hat look inside.

Foreigner: how much this hat?

Craft Trader: It's cheap, twenty five thousand only.

Foreigner: Waa, can I try it?

Craft Trader: Yesyes. OMG you look so handsome.

Foreigner: I think I will take 2 off it.

Craft Trader: 2? Okeoke. Here your hat Sir. And this the price for all (showing calculator Rp. 50.000)

Foreigner: Ok. This is the money.

Craft trader: Thank you ya Sir.

### **Transcript 4**

Craft Trader: Hi lady, come in please

Foreigner: wow beautiful bracelet.

Craft Trader: Yes, it's from wood.

Foreigner: Wahh really?

Craft Trader: Yesss. You can couple with this.

Foreigner: It's look nice. The price?

Craft Trader: Fifty thousand for couple.

Foreigner: Thirty thousand, I will pay it.

Craft Trader: Forty thousand lah, oke?

Foreigner: Oke, I will take it.

Craft Trader: How many?

Foreigner: 2, please.

Craft Trader: Ok. Here your bracelet.

Foreigner: Eighty thousand right?

Craft Trader: Yes. Thanks ya, comeback again ya lady.

### **Transcript 5**

Craft Trader: Good hat sir, beautiful necklace madam, dream catcher.

Foreigner: How much the big one? (Pointing dream catcher)

Craft Trader: This or this? (take 2 different motif dream ctahers)

Foreigner: The dream catcher with feather.

Craft Trader: This is one hundred fifty thousand. This very big and good quality.

Foreigner: Okay, I'll pay it.

Craft Trader: Ok. Here your stuff.

Foreigner: Ok. Here one hundred fifty thousand

Craft Trader: Thank you ya. Come again.

### **Transcript 6**

Craft Trader: Come here Madam, beautiful bracelet and necklace.

Foreigner: No thanks.

Craft Trader: Come comeinside first madam

### **Transcript 7**

Craft Trader: Come here beautiful lady.

Foreigner: What bag is that?

Craft Trader: This bag rattan. Very beautiful.

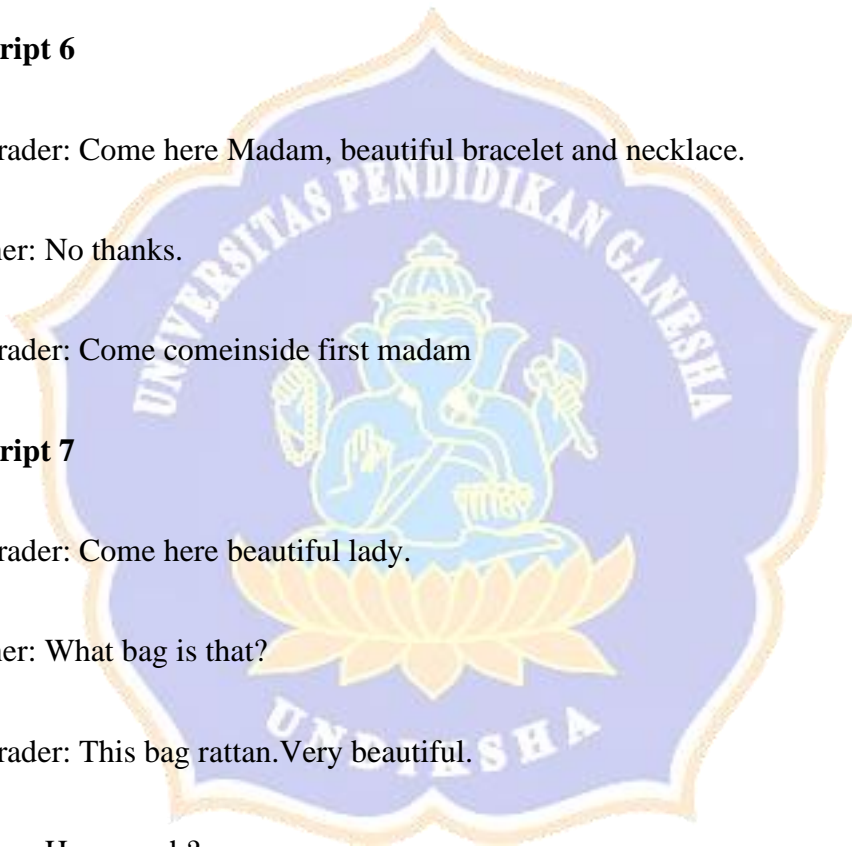
Foreigner: How much?

Craft Trader: One hundred thousand.

Foreigner: Okay. I'll take it 2, but can I have the other colour?

Craft Trader: Other colour? Want white colour?

Foreigner: Yes, please. The white one looks good.



Craft Trader: Okay. This your bag.

Foreigner: Ok. Here the money.

Craft Trader: Thank you ya.

Foreigner: Ok

### **Transcript 8**

Craft Trader: Come here Miss. Look look inside. Beautiful necklace and bracelet.

Foreigner: How much this necklace?

Craft Trader: Fifty thousand only miss. This very beautiful.

Foreigner: Can I look the other type?

Craft Trader: yes of course. let's come inside!

Foreigner: I like this. I take it. This fifty thousand.

Craft Trader: Thank you Miss. You want to use now? I help you.

Foreigner: No, thank you. Bye

Craft Trader: Bye. Have a nice day ya.

### **Transcript 9**

Craft Trader: Come inside lady.

Foreigner: How much this dream catcher?

Craft Trader: It's one hundred thousand only, this is very beautiful same like you.

Foreigner: Is there any other colour?

Craft Trader: Yes of course. Here!

Foreigner: I'll take it 2, give me pink and white.

Craft Trader: Okay okay. Here you're dream catchers.

Foreigner: Here the money.

Craft Trader: Thanks ya. Next time come again to me ok.

### **Transcript 10**

Foreigner: Hi, how much is this? (Pointing necklace)

Craft Trader: Hi beautiful Madam. It's fifty thousand only.

Foreigner: I'll take it five. Can I take it randomly?

Craft Trader: Of course you can.

Foreigner: Ok. Here is the five necklaces.

Craft Trader: All is (showing calculator Rp 250.000) Madam.

Foreigner: Here is the money. Thank you.

Craft Trader: Thank Madam.

### **Transcript conversation craft trader 2 between foreigners**

### **Transcript 11**

Craft Trader: Look here Madam, Sir.

Foreigner: Is it a mask?

Craft Trader: No. This display for on the wall.

Foreigner: The designed look like a mask.

Craft Trader: Yes, it make your room nice.

Foreigner: How much?

Craft Trader: Fifty thousand only.

Foreigner: Oooh. No thanks.

Craft Trader: You take more than two, you pay forty thounsad.

Foreigner: NoNo.

Craft Trader: Ok no problem

### **Transcript 12**

Craft Trader: Good vase for flower, come in come in.

Foreigner: Is it made by wood?

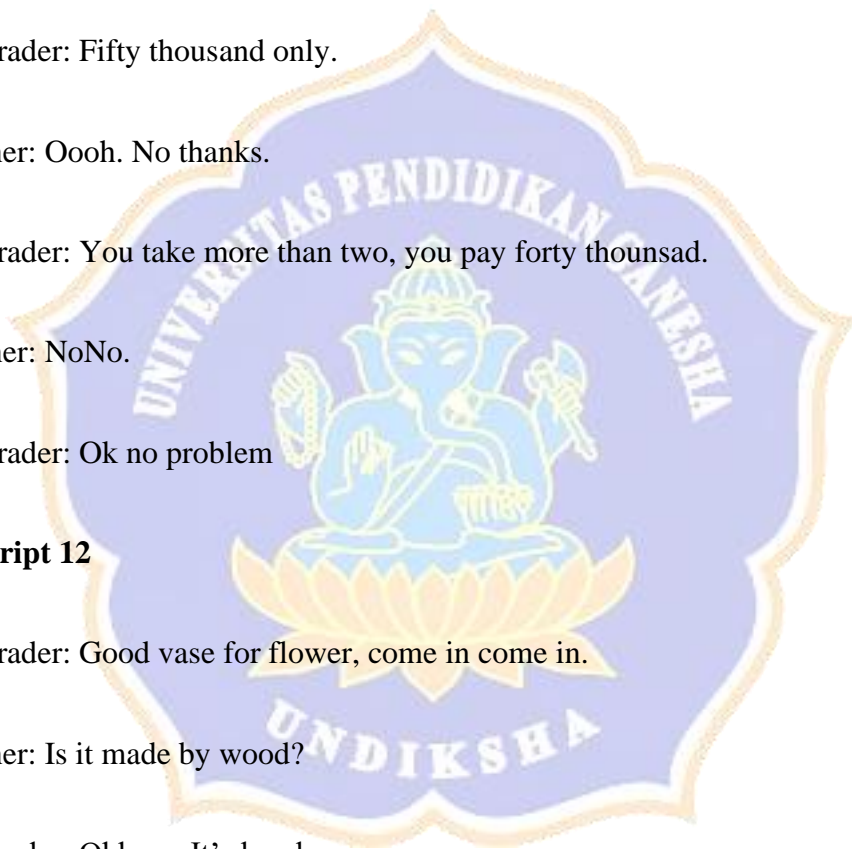
Craft Trader: Ohh no. It's by clay.

Foreigner: Did you make it?

Craft Trader: Yes. This is original by me.

Foreigner: How much you sell it?

Craft Trader: One hundred fifty thousand. It's cheap right?



Foreigner: Fifty thousand, I will take it.

Craft Trader: No no. Bangkrut for me, good for you.

### **Transcript 13**

Craft Trader: Let see inside Mr.

Foreigner: It's look unique. What is it?

Craft Trader: For display, this very good.

Foreigner: How much?

Craft Trader: It's just fifty thousand.

Foreigner: I'll take it 2.

Craft Trader: Ok Mr. You take random or same like this?

Foreigner: Same please.

Craft Trader: Ok. This Mr.

Foreigner: One hundred thousand, right?

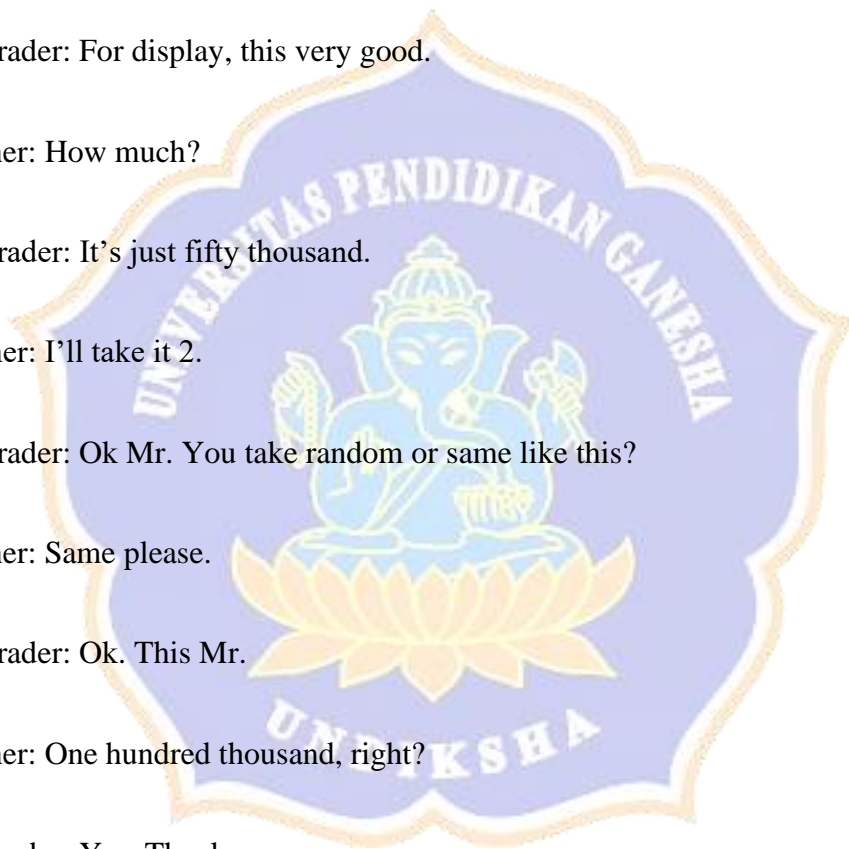
Craft Trader: Yes. Thank you yaa.

### **Transcript 14**

Craft Trader: Come here Sir. Good and unique stuff.

Foreigner: No thanks.

Craft Trader: Look look first, please





### **Transcript 15**

Craft Trader: Come here Sir.

Foreigner: Is it ashtray?

Craft Trader: Yes sir. Look good.

Foreigner: Is it made by wood?

Craft Trader: Yes of course. So unique.

Foreigner: How much?

Craft Trader: One hundred thousand only.

Foreigner: One hundred thousand for two, ok?

Craft Trader: Waa can notlah.

Foreigner: Ok.

### **Transcript 16**

Foreigner: What is it?

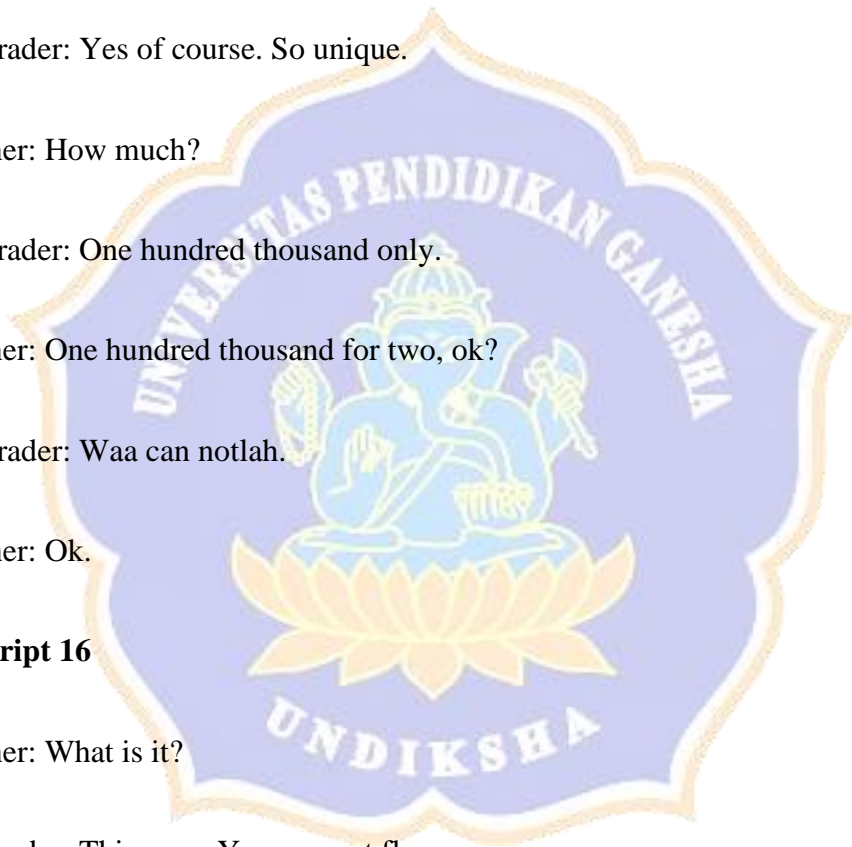
Craft Trader: This vase. You can put flower.

Foreigner: Is this made by wood?

Craft Trader: Yes right.

Foreigner: How much?

Craft Trader: One hundred thousand only Madam.



Foreigner: Give me one vase. This one hundred thousand.

Craft trader: Here your vase. Thank you ya.

### **Transcript 17**

Craft Trader: Come sir, come come.

Foreigner: Wahit's look nice. Can I see?

Craft Trader: Yes yes.

Foreigner: Is there the other size of this statue? The bigger one.

Craft Trader: Yes, but so big.

Foreigner: Can you show me?

Craft Trader: This the statue.

Foreigner: How much?

Craft Trader: I'll give you this (showing calculator 250k).

Foreigner: Ok, I will take it.

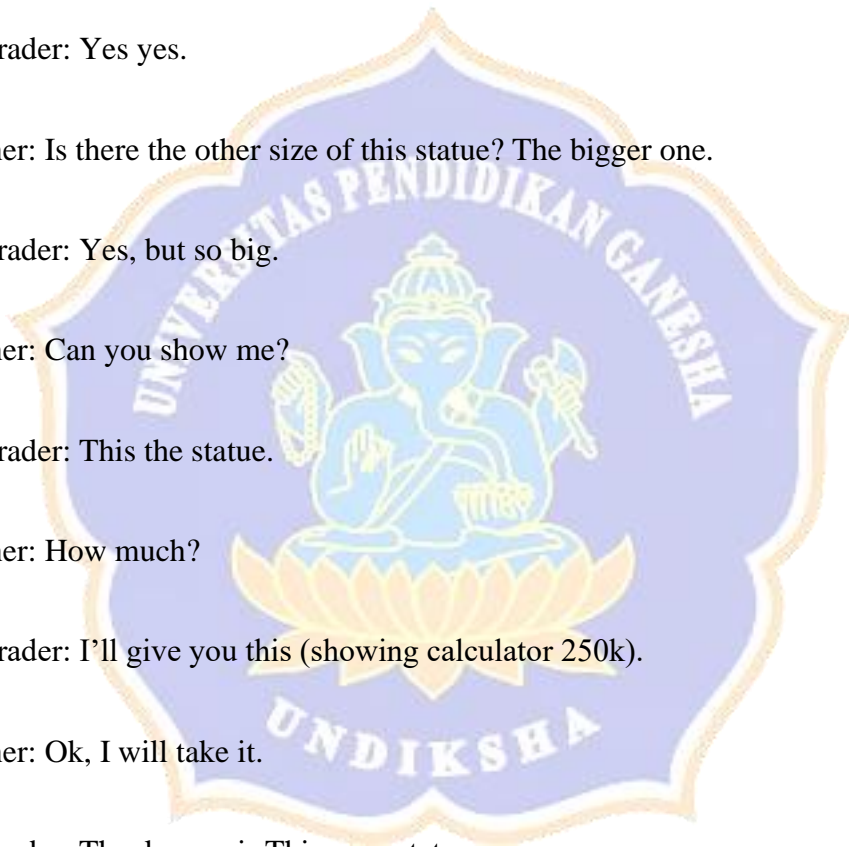
Craft Trader: Thank you sir. This your statue.

Foreigner: Thank you. Here is the money.

Craft Trader: Thank you so much Sir.

### **Transcript 18**

Craft Trader: Look look here Miss.



Foreigner: Hi. Can I put this in my room? (Pointing display)

Craft Trader: Yes of course. Your room will beautiful.

Foreigner: How much is this?

Craft Trader: Fifty thousand Miss. This really good.

Foreigner: I'll take it 2. Can I have the same motif?

Craft Trader: Yes of course. Here you display.

Foreigner: Ok. One hundred right?

Craft Trader: Yes Miss.

Foreigner: Here it is.

Craft Trader: Thank you ya Miss.

### **Transcript 19**

Craft Trader: Ashtray Sir. Very good and unique.

Foreigner: Is it made by wood?

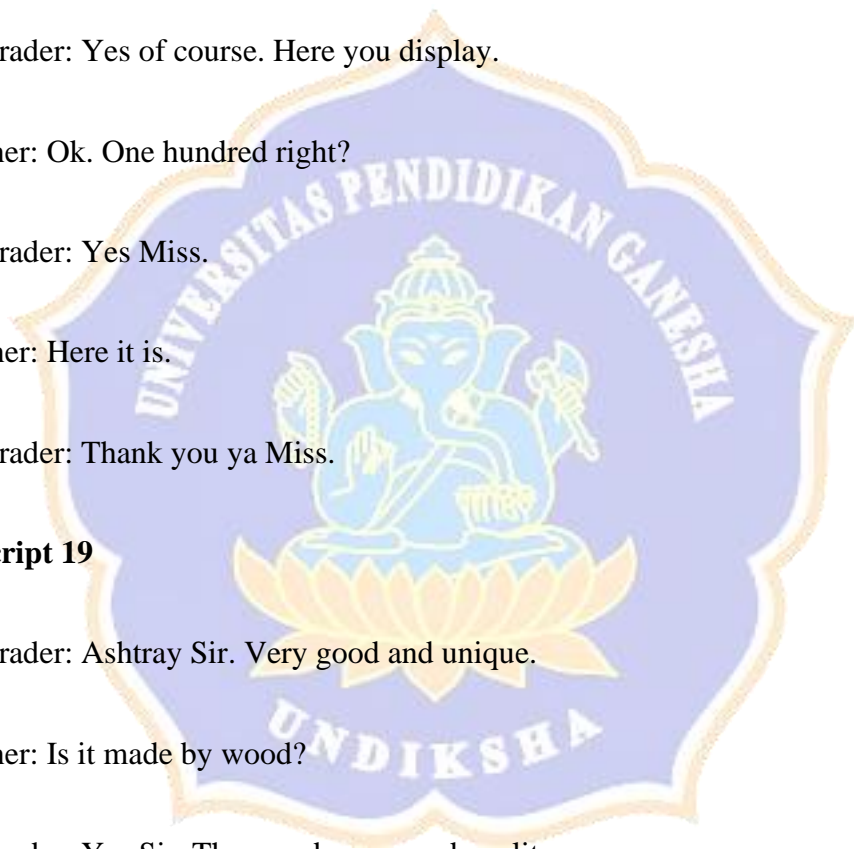
Craft Trader: Yes Sir. The wood very good quality.

Foreigner: How much?

Craft Trader: One hundred thousand only.

Foreigner: For all type?

Craft Trader: Yes of course Sir.



Foreigner: Ok. I'll take this one. Here one hundred thousand.

Craft Trader: Ok. Thank you ya Sir. Have a nice day.

Foreigner: Thank you.

### **Transcript 20**

Craft Trader: Look here Madam.

Foreigner: What kind of statue is this?

Craft Trader: This is wood statue. This statue for in your room.

Foreigner: This statue made for display in a room?

Craft Trader: Yes, in hotel usually.

Foreigner: Look nice. How much?

Craft Trader: This size (pointing the small size) I sell this (showing calculator Rp. 175.000)

Foreigner: Thirty hundred for 2 statues, ok?

Craft Trader: Thirty hundred like this? (showing calculator make sure)

Foreigner: Yes.

Craft Trader: Cannot Madam. This very good statue.

Foreigner: Ok. Thank you (walking out)

Craft Trader: Give me ten thousand more please ya?

Foreigner: Thirty hundred ten thousand?

Craft Trader: Yes, like this (showing calculator)

Foreigner: Ok. I take it. This thirty hundred ten thousand.

Craft Tarder: This your statue. Thank you ya Madam.



**Appendix 2. Observation sheet**

**Craft Trader 1**

Dimensions	Yes	No	Functions of Language Style
Formal style	-	-	-
Informal style	-	-	-
Colloquial style	√	-	To make conversation simplest
Frozen style	-	-	-
Consultative style	√	-	To tell the price and quantities of the merchandise
Casual style	√	-	To begin the conversation, to make good conversation
Intimate style	-	-	-

**Craft Trader 2**

Dimensions	Yes	No	Functions of Language Style
Formal style	-	-	-
Informal style	-	-	-
Colloquial style	√	-	To make craft trader easy to speak

Frozen style	-	-	-
Consultative style	√	-	To tell the price and quantities of the merchandise
Casual style	√	-	To take foreigner's attention by mention the stuff
Intimate style	-	-	-

## Interview

### Questions

1. Apa saja fungsi atau tujuan dari bahasa yang anda gunakan ketika berbicara dengan foreigners?

Craft trader 1 : saya biasanya menggunakan bahasa yan sama untuk menjelaskan barang dagangan saya kepada foreigners. Tujuan saya tentu saja agar mereka tertarik dengan barang dagangan yang saya buat. Jadi, saya akan menggunakan bahasa yang sederhana utuk menjelaskannya agar mereka paham dengan apa yang saya jelaskan.

Craft trader 2 : Saya ingin mempengaruhi mereka agar membeli barang sagangan saya. Saya tau bahasa saya tidak benar atau sesuai grammar sepenuhnya tapi saya mencoba menggunakan bahasa yang sederhana seperti "*good vase here, come in please*" Saat saya kesullitan untuk menjelaskan harga dari barang dagangan saya, saya akan menggunakan kalkulator.

2. Bahasa yang seperti apa yang anda gunakan untuk menarik perhatian foreigners?

Craft trader 1 : Untuk menarik perhatian dari foreigners, saya akan menunjukkan bahwa saya itu bersahabat di awal. Jadi bahasanya harus sopan meskipun grammar yang saya gunakan masih banyak yang salah.

Craft trader 2 : Untuk meningkatkan mood foreigners, saya akan memuji mereka ketika mencoba barang dagangan saya. Contohnya, ada turis wanita yang mencoba topi ini, saya akan bilang *you look beautiful in this hat*. Jadi, mereka akan terpengaruh membeli topi saya.

3. Bagaimana cara anda untuk membuat foreigners senang dan nyaman ketika berbicara dengan anda sehingga mereka tertarik untuk membeli barang dagangan kalian?

Craft Trader 1 : Ketika berbicara dengan foreigners, saya akan memastikan bahwa bahasa yang saya gunakan mudah dimengerti. Kalau mereka bingung, mereka pasti tidak akan mau atau ragu membeli barang dagangan saya. Kadang-kadang kalau saya sulit menyampaikan harga, saya menggunakan kalkulator.

Craft trader 2 : Seperti yang saya katakan sebelumnya, memberikan pujian adalah cara saya untuk menaikkan mood foreigners agar mau membeli barang dagangan saya. Saya mencoba untuk membuat mereka nyaman ketika berbicara meskipun saya tidak bias menjelaskan dengan grammar yang baik.

4. Mengapa anda selalu mengulang bahasa yang anda gunakan?

Craft trader 1 : Saya bisanya melakukan pengulangan untuk menarik perhatian turis. Contoh, saya mengulang-ngulang nama barang dagangan saya agar mereka mendengar.

Craft Trader 2 : Saya tidak punya alasan khusus kenapa saya mengulang bahasa yang saya gunakan. Saya hanya mencoba membuat mereka mau melihat barang dagangan saya dan membelinya.



5. Menurut anda, apakah grammar cukup penting digunakan ketika berbicara dengan foreigners?

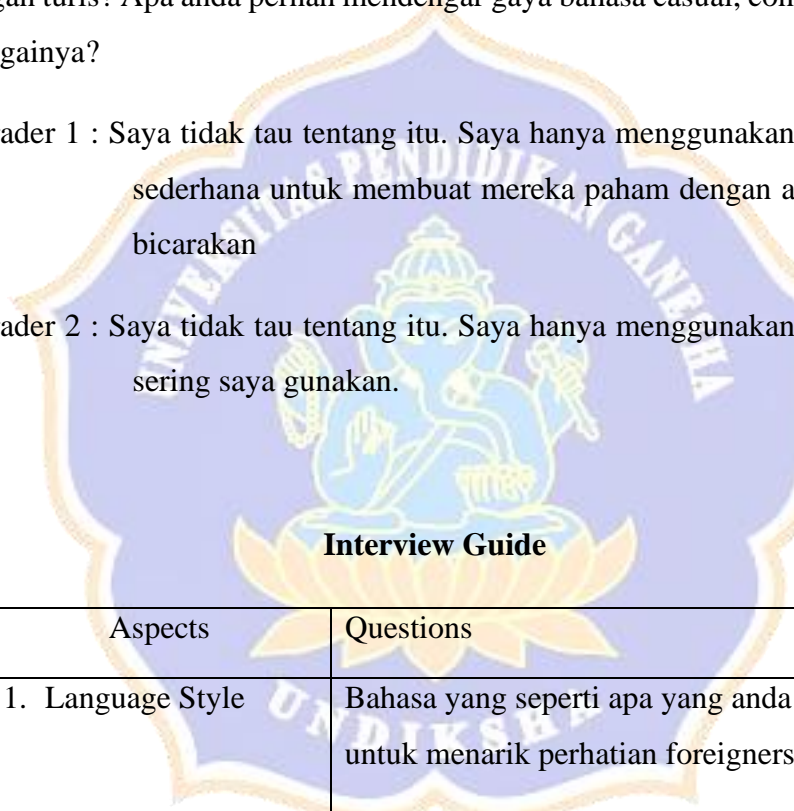
Craft trader 1 : Ketika saya berbicara, saya tidak menggunakan grammar. Yang terpenting mereka paham maksud saya.

Craft trader 2 : Saya tidak menggunakan grammar yang benar karena saya belajar bicara bahasa Inggris secara natural tanpa belajar di sekolah.

6. Apakah anda tau, tentang gaya bahasa apa yang anda gunakan ketika berbicara dengan turis? Apa anda pernah mendengar gaya bahasa casual, consultative, dan sebagainya?

Craft trader 1 : Saya tidak tau tentang itu. Saya hanya menggunakan bahasa yang sederhana untuk membuat mereka paham dengan apa yang saya bicarakan

Craft trader 2 : Saya tidak tau tentang itu. Saya hanya menggunakan bahasa yang sering saya gunakan.



**Interview Guide**

No	Aspects	Questions
1.	1. Language Style	Bahasa yang seperti apa yang anda gunakan untuk menarik perhatian foreigners?  Menurut anda, apakah grammar cukup penting digunakan ketika berbicara dengan foreigners?
2.	Language Function	Apa saja fungsi atau tujuan dari bahasa yang anda gunakan ketika berbicara dengan foreigners?  Bagaimana cara anda untuk membuat foreigners senang dan nyaman ketika berbicara

		<p>dengan anda sehingga mereka tertarik untuk membeli barang dagangan kalian?</p> <p>Mengapa anda selalu mengulang bahasa yang anda gunakan?</p> <p>Bagaimana cara anda untuk membuat foreigners senang dan nyaman ketika berbicara dengan anda sehingga mereka tertarik untuk membeli barang dagangan kalian?</p>
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