

ABSTRACT

Negotiating text is a text which contains the forms of social interaction to com-promise different or conflicting desires between one party and another party. models cooperative scripts. Model cooperative scripts is one of the in to the students are given the chance to play. Communicate and interact socially with his friend to achieve the goal of learning. In connection with this the outhors are interested in doing research on learning to produce negotiation text by using a model cooperative scripts in class X SMAN 16 Bandung.

Formulation of the problem that the outhors ask is; (1) could the outhors implement learning activities produce negotiation text using learning model cooperative scripts in class X SMAN 16 Bandung?; (2) can the class X students of SMAN 16 Bandung following study negotiating text produced using a learning model cooperative scripts?; and (3) effective models cooperative scripts applied in producing learning negotiating text in class X SMAN 16 Bandung.

The research method that I use is an experimental method to study engineering literature review, observation, testing and technical analysis. The result of the research as follows.

- a. The author is able to use producing learning negotiating text with using cooperative scripts models. This is evidenced by the ratings given by the Indonesian Teachers of SMAN 16 Bandung, 3.57. The authors had a succes to explanatory text to producing learning negotiating with the using cooperative scripts models.*
- b. The students of MIA II class X of SMAN 16 Bandung able to producing learning negotiating using cooperative scripts models. This is evidenced by the data of learning outcomes are obtained while conducting the research. The average posttest results higher than the average pretest is $1,96 \geq 3,06$ with a difference of 1,1 or 3,14%. This is show an increase in student learning outcomes.*
- c. Cooperative scripts models effectively used in producing learning negotiating with short, good, and clear. This is evidenced by the increase in student learning and posttest results is higher than the pretest results $1,96 \geq 3,06$. Cooperative scripts models motivated the students and attract the students before the learning begins.*

Based on the facts above, the writer concludes that the use of cooperative scripts model has been proved effective to be used in learning of producing negotiation text, because it can train students to intensify their learning skill to reach better result and facilitate students to be more attractive on learning.

Keyword: Producing, negotiation text, cooperative scripts.