

## **ABSTRACT**

*The model concept sentence is a learning model that is carried out by giving cards that contain several keywords to students. This study aims to determine the effectiveness of the model concept sentence that is applied to students in class X of Pasundan 3 Bandung Vocational School in the structure-oriented negotiation writing ability. The formulation of the problem posed by the author includes the following. 1) Can the author plan, implement, and evaluate learning to construct negotiating-oriented texts on the structure of class X students of SMK Pasundan 3 Bandung? 2) How is the ability of students in learning to construct negotiating texts oriented to structure in the control class compared to the experimental class? 3) Are there significant differences between the learning outcomes constructing the negotiating text between the control class and the experimental class? 4) How is the effectiveness of the concept sentence model in learning constructing negotiating text oriented structure? 5) Are there different models of concept sentences with pictorial inductive models? The results of the research are as follows. 1) Researchers are able to plan, implement, and evaluate learning to construct structure-oriented negotiating texts using the model concept sentence, as evidenced by the value of RPP and implementation of learning obtained by the authors are 3.88 and 3.53. 2) There are differences in the ability of students in the experimental class and the control class. The experimental class gets an average score of 92.91 while the control class gets an average score of 75.19. 3) This can be compared from the difference value in the experimental class with the control class. The difference between the two classes is 24.08, there is a significant difference between the results of experimental class learning and the control class. 4) Model concept sentence effectively used in learning to construct structure-oriented negotiating texts. This is evidenced from the results of statistical tests known that  $t_{count} > t_{table}$  is  $24.83 > 18.35$ . while the picture word inductive model in the control class is known as  $t_{count} < t_{table}$  which is  $13.83 < 20.15$ . 5) there are differences in learning outcomes in the experimental class and the control class.*

*keywords: writing, model concept sentence, and text negotiation.*