



Polimarin Alumni's English Proficiency in Maritime Industry Competitiveness in Indonesia

Mahsunah Etik Rahayuningsih, Politeknik Maritim Negeri Indonesia, Email: jojomahsunah@polimarin.ac.id

The background of this research is the competition in looking for jobs, which is getting harder day by day, with the large number of alumni who have graduated from each educational institution in Indonesia; plus the narrowing of job opportunities makes everyone compete to fight for employment. Currently, English is a prerequisite for getting a job or doing further schooling. The research is entitled "*Polimarin Alumni's English Proficiency in the Maritime Industry Competitiveness in Indonesia*". The focus of this research is aimed at the alumni of POLIMARIN (Politeknik Maritim Negeri Indonesia) / (Indonesian State Maritim Polytechnic) who have worked or carried out an internship. The purpose of this research is that alumni can compete in the work age by mastering good English. The steps in conducting this research were by distributing questionnaires to alumni and also students who were still doing the internship. The result of this research is that the alumni of Polimarin has unsatisfactory proficiency in English. The conclusion from these findings can be used as a reference to improve ways or better learning methods for English language skills, especially speaking skills, because it is the most difficult material to master and a most important issue to alumni. Thus, the learning objectives based on the curriculum can increase English competency for cadets or students.

Key words: *English, Industry, Competitiveness, Maritime*

INTRODUCTION

BACKGROUND OF THE STUDY

English is neither a native language nor a second language in Indonesia, however we are required to master it. Although it is not an obligation, it is necessary when someone will



apply for a job or will continue their studies. Many bonafide companies apply a minimum score of 400-600 English tests. For surefire, the more days of competition in finding a job vacancy and looking for scholarship are more strict. It is not only the quality of the graduates but also the ability to speak in English. English skills are also very necessary for students in the maritime field, due to prospective seafarers and workers in port management field will be directly related to trade, export and import. One reason why students from Maritime education must be better at speaking English is that they are prepared to deal directly with the overseas business; besides the guidebooks they learn mostly texts written in English. Many foreign-flagged shipping companies demands them to be proficient in English. If they cannot speak English, they will be run over by the wheels of the age and even have difficulty finding employment. Polimarin is a New Public Polytechnique and has graduated 6 (six) batches with a total range of 600 (six hundred) students, of which 80% work in the Maritime sector. Based on the background, the authors are interested in conducting research under the title *“Polimarin Alumni’s English Proficiency in the Maritime Industry Competitiveness in Indonesia”*

GAP ANALYSIS

From the findings of the questionnaire data obtained by researchers that the English language skills of the alumni of Polimarin are unsatisfactory, it results in them being less confident when they are searching for a job. This lack of confidence has an impact on competition in the work field and moreover dealing with alumni from other maritime schools. So, in the future, with the findings stating that the ability of Polimarin’s cadets to be unsatisfactory in English, will be evaluated by a team of English teachers. The next finding is that English material that is often used in employment is speaking skills. According to the data that this speaking skill is material that is very difficult to be learned by the cadets due to the lack of vocabulary possessed, another reason is that English is not their mother tongue or even their second language. From these factors it is difficult for them to adapt in the world of work and they feel less confident with alumni from other maritime schools. The target of this research can improve English proficiency especially speaking skills for cadets so that they can compete in the job fields and be confident. The time needed for the realisation of students who have English language competencies, especially speaking skills, is a range of 3 years with the resources of Polimarin's English language lecturers around 7 people. Related to the costs needed, approximately 300,000,000 (three hundred million) rupiah. Gap analysis consists of three main factor components, they are:

- 1). List of characteristics: In the current situation, alumni are faced with a lack of confidence in the ability of unsatisfactory English skills. As a result of this the alumni experience a lack of confidence in facing competition in the job field.



- 2). A list of what is needed to achieve future goals : What must be needed in achieving future goals is to make a speaking class in particular.
- 3). A list of gaps that exist and need to be filled: what needs to be filled in relation to existing gaps is internal and external gaps. Internal gaps are alumni lacking confidence in their English abilities, especially speaking skills, so that extra curricular English is needed. External gaps, of course, are that other maritime school alumni are more confident when compared to Polimarin alumni. In addition to other maritime school alumni have better English than Polimarin, they also have better network owned by their seniors; this is because Polimarin is a new public school.

THEORIES AND STUDIES RELEVANT TO THE PROBLEM

English

One researcher commented that, “English is an international language that it is the most widespread medium of international communication” (Brumfit, 2001, p.35).

As an international language, English is used as a tool of communication between nations who have different languages. The first language difference will not prevent people from communicating in English. English is one of the communication tools used verbally and written. English is a foreign language that is often used in Indonesia and even has been taught in schools. English is seen in terms of its role today in the world; According to the researcher that “English is the language originally of England, now spoken in many other countries and used as a language of international communication trough out the world” (Hornby, 2005, p.506)

Alumni

The findings of the study, showed that, "alumni are graduates of a school or university" (Salim, 2013, p.31). Alumni are people who have studied in high school or college. While Polimarin itself is the Indonesian State Maritime Polytechnic, PTNB (New public Polytechnic) which was inaugurated in 2012 by the Research, Technology, and Higher Education Minister, Muhammad Nuh. Previously Polimarin, named BPLPT/Growth Center, was a certification body for seafarers who later came to the country. Currently Polimarin has 3 (three) study programs; they are Nautical, Engeenering, and Port and Shipping.

Competitiveness

Muhardi (2007) showed that Operational competitiveness is a function of operations that are not only oriented inward (internal) but also outward (external), i.e. responding to the target market of his/her business proactively. The factors that affect competitiveness are:

a. Location

Paying attention to business location is very important for the convenience of buyers and is a major factor for business continuity. Strategic business location will attract the attention of buyers. Frans (2003) location will be very important to meet the convenience of customers in visiting; consumers will certainly look for the shortest mileage. Although it does not rule out the possibility of consumers from a distance who will also buy, but the percentage is small.

b. Price

Sunarto (2004) price is the sum of all values exchanged by consumers for the benefits of owning or using the product or service. Price determines whether a supermarket or mini-market is visited by consumers or not.

c. Service

Service programs are often the first point of thought of a supermarket or mini-market manager. Service through products means consumers are fully served through the supply of existing products and quality products. Services through physical capabilities refer to the convenience of equipment (trolley or shopping basket), convenient parking, good lighting, as well as hospitality from employe.

d. Quality

Confidence in winning market competition will be largely determined by the quality of the products produced by the company. With regard to product quality, Muhardi in his book *Operations Strategies for Competitive Advantage* cites the opinions of Adam and Ebert stating: "Product quality is the appropriateness of design specifications to function and use as well as the degree to which the product conforms to the design specifications". "*Product quality is the appropriateness of design specifications to function and use as well as the degree to which the product conforms to the design specifications*".

Industry

Sandi, I made (1985) the Constitution of the Republic of Indonesia No. 3 of 2014 is all forms of economic activity that processes raw materials and utilises industrial resources to produce goods that have added value or higher benefits, including industrial services. Industry is an effort to produce finished goods with raw materials through the production process in large quantities, so that the goods can be obtained at the lowest possible price but with the highest quality.



Maritime

Darmawan (2015) Maritime is derived from English, which means navigation. From this word, the term maritime power was born, namely maritime or oceanic countries. Maritime, in Indonesian Dictionary is interpreted as relating to the sea associated with shipping and trade at sea. In English, the word is used to indicate the nature or quality that states mastery of the sea as a sea-power. Maritime country is a country that is in a vast sea territory, has many islands, is surrounded by sea and water areas, and most of its population works in the territorial waters.

Novelty in the form of innovation.

Related to the title written by the researcher, "*Polimarin Alumni's English Proficiency in the Maritime Industry Competitiveness in Indonesia*", there was a previous research related to English topics which was different from each other. This study renewal is related to the discovery of speaking skills that need to be improved so that Polimarin alumni can master English, especially speaking skills, so that they are confident in facing the job field. In the previous research, including:

a) The assignment of a paper was entitled "*Pentingnya Bahasa Inggris Dalam Dunia Mea (Masyarakat Ekonomi Asean)*" (The important of English in the Era of MEA,) by Amin, a student of the Accounting Study Program at the Faculty of Economics and Business, University of Muhammadiyah Makassar in 2016. In this discussion, English is an international language used in communication, especially in the business world; one example is in business, in which the English is a language that unites differences between countries, therefore to join into a business or economic activity, it is highly demanded to master the international language, especially for businesses that have activities related to foreign companies, such as MEA (Asean Economic Community). English in the zone of MEA is very important, because in the development of the ASEAN economy, Indonesia must work together or even compete with other countries for the development of the international economy, mastering English is certainly very important for good communication. The 2015 EF (Education First) research results of the 2015 EF EPI (EF English Proficiency Index) on English tests in 910,000 adults in 70 countries, show that Indonesia ranks 32nd below Malaysia and India with an intermediate ability level where the average level average ability of women is higher than men.

b) Another study has the title: "*Peranan Bahasa Inggris Untuk Tujuan Bisnis Dan Pemasaran*" The Role of English for Business and Marketing Purposes, written by Rian Sri Rahayu. This research was conducted to gather sufficient information on the role of English for business and marketing purposes. The method used in this study is through a literature study that collects several previous studies to answer the role of English, the use of English,



and the effect of using English for business and marketing purposes. The results of this study indicate the role of English is more used as an introductory discussion or Lingua Franca that needs to be known in business and marketing. The most common use of English is in tourism and hospitality. The correct use of English or according to standards is not really needed for business and marketing purposes. The most research says that English has a significant influence on business and marketing. Based on the results of this literature study, it can be concluded that English plays an important role as one of the communication tools for business and marketing purposes.

c) Research with the title English Language Proficiency in the Indonesian Service Industry “*Kemampuan Bahasa Inggris di Industri Layanan Indonesia diukur dengan menggunakan Skala Umum Kerangka Kerja Eropa*” is measured using the General Scale of the European Framework. By Sukaesih, Ina and Junaedi, Dedi are accounting teachers from the Jakarta State Polytechnic engineering faculty (PNJ Politeknik Negeri Jakarta). This research is to examine the English competence of Industrial employees in JABODETABEK (Jakarta, Bogor, Depok, Tangerang, Bekasi). This research is a quantitative descriptive study using the European Scale General Framework. Questionnaires are used to explore data from respondents. Average results on language quality and strategy ability are dominated by vocabulary mastery abilities, which are average 3.10 (on strategy ability) and 3.25 (on average language quality). The vocabulary mastery was successfully used in the ability to write lightly (write letters to acquaintances and write events narratives), namely with a mean of 3.15, and write a CV briefly, with a mean of 3.15. However, the ability to write in a higher level, namely writing a specific topic or writing a letter to the editor shows a low result, which is 2.70. This low ability is also shown in the use of vocabulary through the ability of oral production with an average of 2.96. The lowest mean is the ability to understand and summarise the essence of news, interviews and documentaries (2,80). Other abilities, namely the ability to hear, shows an average number of 3.20 and the ability to read shows an average of 3.17. The overall ability of employees in Jabodetabek (Jakarta, Bogor, Depok, Tangerang, Bekasi) shows sufficient numbers, with an average number of 3.05. This average number includes general abilities in listening, reading, oral interaction, oral production, strategy, language quality and writing.

d) Research entitled Study of English Ability of Non-English Department Students Through “B” Model Intensive Course Activity “*Studi Kemampuan Berbahasa Inggris Mahasiswa Non-English Department Melalui Kegiatan Intensive Course Model B*”. Researched by Masduki, student of English Literature Study Program, FISIB, Trunojoyo University Madura. In the complete development of Indonesian, education occupies a strategic place and plays an important role in preparing and equipping its citizens with knowledge and skills. In the fast-changing and developing world, Indonesian citizens must be able to be part of these developments and changes both in culture and science. This implies and requires the ability to communicate with all people throughout the world through a small number of languages



that can be accepted and understood internationally, including English. Therefore, adequate mastery of English is very important for an educated Indonesian citizen. One effort to improve English language skills is through the creation of a program called Intensive English Course, and to determine the effectiveness of the program, research is needed. This article describes the research study, which covers the background of the research, methodology, findings, and suggestions.

METHOD

Research Type

This study is included in the type of qualitative research; the result of data analysis is a description or factors observed. The form of qualitative research in this study is descriptive qualitative. Moleong (2011) qualitative research is research that intends to understand phenomena about what is experienced by research subjects such as behaviour, perception, motivation, actions and others holistically and by means of descriptions in the form of words and language, on a special natural context and by utilising various natural methods. Data analysis is inductive or qualitative, and the results of the study emphasise meaning rather than generalisation. In this study the authors describe the phenomena that occur especially for the Polimarin alumni in the use of English in the office.

Subjects & Research Location

The location of the study was conducted remotely by distributing online questionnaires. The author contacted the alumni using social media that was connected to them. The subjects were Polimarin alumni from batch 1 (one) to 5 (five) who had worked or still doing internship in the maritime industry in Indonesia.

Population and sample

Istijanto (2005) population is the total number that includes all members studied. Population is the area of generalisation consisting of objects or subjects that have certain qualities and characteristics determined by researchers to be studied and then to draw conclusions. The population in this study were all Polimarin students who were alumni or in internship. The findings of the study, Husein (2013) what is meant by the sample is a part or representative of the population under study or a part drawn from the population. The sample used by researchers has the provisions of either Polimarin students who have graduated or are still doing internship.



Respondents

For respondents in this study, about 20 to 50 Polimarin students were recruited, both alumni and students who were currently on the internship in a number of shipping companies in Indonesia. They will be asked to fill in a research questionnaire related to the research.

Data Source Type

In this study the authors used primary and secondary data source types, Sugiyono (2012) showed that :

1. Primary Data Sources, data sources that directly provide data to data collectors. The primary data in this study are questionnaires given directly online and face to face to alumni and students or cadets who are still doing internships.
2. Secondary Data Sources obtained by reading, studying and understanding through other media sourced from literature, books, and company documents. Secondary data collected by the author in the form of literature and books that support the theories that exist in this study.

Data Processing Techniques

Sudjana (2001) showed that data processing aims to convert raw data from measurement results into finer data so that it provides direction for further study. Hasan (2006) data processing is a process in obtaining summary data or summary figures using certain methods or formulas. Data processing includes the activities of editing, coding, scoring, and tabulation. But in this study the researcher uses editing data processing. After the author completes the typing and then edits , the writer also displays tables containing data obtained from a questionnaire that is distributed online to Polimarin alumni.

Data collection technique

Data collection techniques applied in this study used literature, questionnaires, observations and documentation. Sugiyono (2013) showed that data collection techniques are the most strategic step in research, because the main purpose of research is to get data.

- a. **Literature Study:** literature study deals with theoretical studies and other references relating to values, culture and norms that develop in the social situation under study; besides literature studies are very important in conducting research. This is subject to research which will not be separated from scientific literature. In this study, the authors use a variety of literature used as a reference in theories that support.

- b. **Observation Techniques:** observation is a complex process, a process that is composed of various biological and psychological processes. Two of the most important are the processes of observation and memory. The author made observations to alumni of Polimarin both those who have worked or are still doing internship.
- c. **Documentation Techniques:** documents are records of events that have passed. Documents can take the form of writings, drawings, or monumental works of a person. Documents in the form of writing such as diaries, life histories, stories, biographies, regulations, policies. Documents in the form of images such as photographs, vivid drawings, sketches and others. Documents in the form of works such as works of art, which can be in the form of drawings, sculptures, films and others. The document study is a complement to the use of observation and interview methods in qualitative research, Sugiyono (2013).
- d. **Questionnaire technique** is a data collection technique that is done by giving a set of questions or written statements to the respondent to be answered. The questionnaire is an efficient data collection technique if researchers know with certainty the variables to be measured and know what cannot be expected from respondents. The questionnaire as a data collection technique is very suitable for collecting large amounts of data. The author distributes questionnaires to alumni who have already worked or who still carry out internship, with several questions that must be answered online

Research Steps

Margono (1997) the steps taken in developing a research instrument include:

- a. Analysis of research variables is learning the variables into sub-studies as clearly as possible, so that these indicators can be measured and produce data that the researchers want.
- b. Determine the type of instrument used to measure variables or sub-variables and their indicators.
- c. Researchers arrange the lattice or lay out the instrument. This grid contains the scope of the question material, the measured ability, type of question, many questions, time required.

d. The researcher arranges items or questions according to the type of instrument and the amount that has been specified in the grid. The number of questions can be made from what has been set as a backup item.

e. Instruments that have been made should be tested and used for instrument revisions, for example, removing unnecessary instruments, replacing them with new items, or refining their contents and editors' language. How to test the validity and reliability will be discussed further.

Qualitative Data Analysis Techniques

There are three activities in qualitative data analysis; they are the stage of data reduction, data display, and conclusions or verification. According to Miles and Huberman, the analysis activity consists of three activities that occur simultaneously, they are data reduction, data presentation, and drawing conclusions or verification. Data analysis techniques used in qualitative research includes interview transcripts, data reduction, analysis, data interpretation and triangulation. From the results of data analysis, conclusions can be drawn. The following are the data analysis techniques used by researchers:

a. Data reduction

Data reduction is not a separate thing from analysis. Data reduction is defined as the process of selecting, focusing on simplification, abstracting, and transformation of rough data arising from written records in the field. Data reduction activities take place continuously, especially during qualitative oriented projects or during data collection. During data collection, there are stages of reduction, which are making summaries, coding, tracing themes, creating clusters, creating partitions, and writing memos.

b. Triangulation

In addition to using data reduction researchers also use the Triangulation technique as a technique to check the validity of the data, where in the sense of triangulation is a data validity checking technique that utilises something else in comparing the results of interviews with research objects Moloeng (2011)

c. Draw a conclusion

The third analysis activity is drawing conclusions and verification. When data collection activities are carried out, a qualitative analyser begins to search for the meaning of objects, noting order, patterns, explanations, possible configurations,



causal pathways, and propositions. Initially unclear conclusions will increase to more detail. 'Final' conclusions will arise depending on the size of the collection of field notes, their coding, retention, and retrieval methods used, researchers' skills, and the demands of the funders, but often these conclusions have often been pre-formulated from the start.

Data Presentation

Presentation of data is one of the qualitative data analysis techniques. Presentation of data is an activity when a set of information is compiled, giving the possibility of drawing conclusions. Forms of qualitative data presentation in the form of narrative text (in the form of field notes), matrices, graphs, networks and charts. In qualitative research, the presentation of data will be finished in the form of brief descriptions, charts, relationships between categories, and its kind.

Conclusion withdrawal or Verification

Miles and Huberman (1984) conclusion is one of the qualitative data analysis techniques. Conclusions are the results of analysis that can be used to take action. The third step in data analysis in qualitative research is drawing conclusions and verification. The initial conclusions put forward are still temporary, and will change if no strong evidence which is found that supports the next stage of data collection. But if the conclusions raised at an early stage are supported by valid and consistent evidence when the researcher returns to the field to collect data, then the conclusions raised are credible.

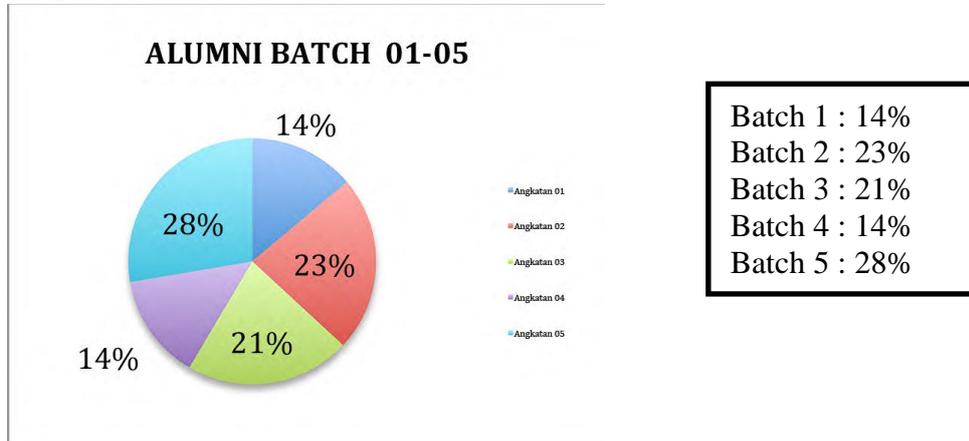
FINDING, DISCUSSION AND RESULT

FINDING

Approximately 500 alumni who were netted in the form of data collection in the form of questionnaires and there were around 68 people who turned over the feed back. Questionnaires were distributed via online with the Google form application and also distributed through face to face, where data collection officers meet the research object which can be in the form of catching a ball or waiting for students or alumni to visit campus or visit their boarding houses. Chronology of the problems that occur in this study is the regulations required to carry out internship for final students and also the experience of alumni working in the field of port management. They find English where it is used in the workplace. The problem is that there are many alumni who did not master English well, even their abilities were mediocre or unsatisfactory, so they were required to speak English actively. English teachers are responsible for their ability to speak English and also accompanied and supported by staff who also contribute to the success of existing English programs. Figure 4.2

The most participating in this data collection is the 5th (five) generation with a dominant amount of around 28% and then followed by the 2nd generation of 23%.

Graph 4.1



Graph 4.2



Graph 4.2 displays the amount of data when they are confronted with the question of reasons for liking English as much as 36% which dominates because of needs. It is true that English at this time is a necessity. For students who do not have English competence will have difficulty facing the job field. Then for the second level answers with 25% *English is an international language*.

Graph 4.3



Graph 4.3 on the questionnaire about the reasons for the alumni of Polimarin if they hated English. As much as 48.8% answer that there is no reason to hate English. 23.3% did not like English because it was difficult.

Graph 4.4



Graph 4.4 In answer to the question of how often they learned English when they were students, especially outside the class, 32% of them answered *quite often* then followed by 30% answered *often*.

Graph 4.5



Graph 4.5 Regarding the percentage of English usage at work, it turns out that what was inspected by the author actually happened; 40% of them use English in the office and as much as 60% -79%.

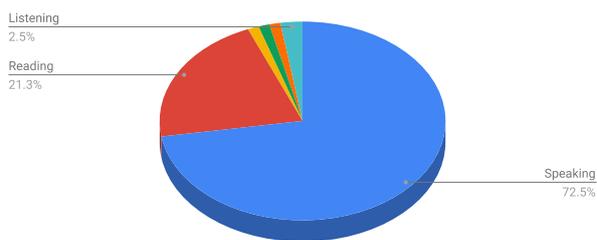
Graph 4.6



Graph 4.6 of the data obtained by the respondents who dominated the questionnaire answered was batch 5 as much as 36.3%.

Graph 4.7

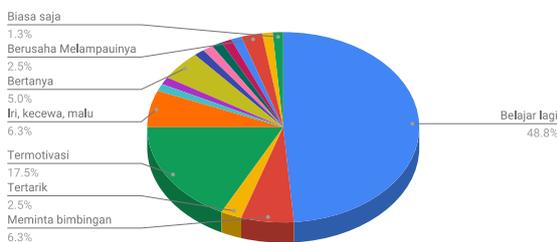
Materi bahasa Inggris yang sering digunakan dalam pekerjaan kalian?



Graph 4.7 is related to English material that is often used in the workplace, *speaking* is as much as 72.5%. So according to the alumni in the job field, English material that is often used to communicate actively in this case is speaking.

Graph 4.8

Apa yang anda lakukan bila melihat alumni tempat lain yang lebih menguasai bahasa Inggris dan banyak menguasai lapangan kerja?



Graph 4.8 When Polimarin alumni met with other alumni who have more ability in English they tend to be self-intrused by learning more so that they are able to compete with alumni from other shipping schools. The desire to learn *English more* in amount of 48.8% and then

followed the second highest ranking with a number of 17.5% is that they are *motivated instead of inferior*.

Graph 4.9 related to the mastery of English can affect the *difficulty of finding job* they answer may be as much as 61.3% and *very possibly difficult* to find work ranked second, as much as 22.5%.

Graph 4.9



Graph 4.10



Graph 4.10 shows that they are enthusiastic in learning English one more time by showing a dominant figure of 76.3%. They realise that the role of English is very important in the world of work.

Graph 4.11 is still related to the picture below, that English greatly influences performance with a dominant figure of 61.3%.

Graph 4.11



Graph 4.12



Graph 4.12. The alumni were asked about their dominating English courses by answering 58.3% of the *pleasant* subjects, the 2nd (second) rank with a *very pleasant* answer as much as 40%.

Graph 4.13

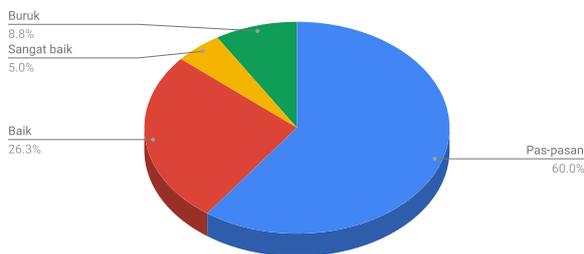


In Graph 4.13 the alumni stated that English was an *ordinary course* which means that in the middle between difficult and easy, it shows 36.3%. The following statement of with percentage of 31.3% is a *difficult subject*.

In Graph 4.14 the answer of this study is that the English ability of the Polimarin alumni is mediocre/less satisfactory, this is shown by evidence of a dominating number of 60%.

Graph 4.14

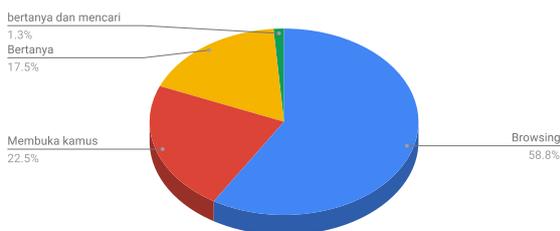
Bagaimana kemampuan bahasa Inggris diri anda?



The question on the graph 4.15 when alumni found an unknown English term, they inclined to browse the internet at 58.8%, the second answer with number 22.5% is that they open the dictionary.

Graph 4.15

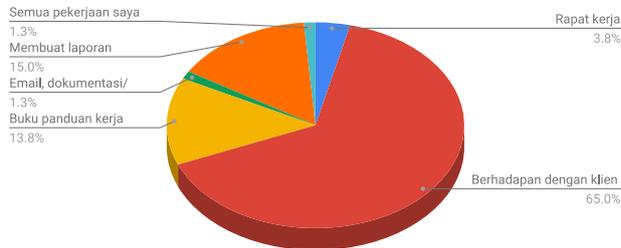
Ketika di tempat kerja atau magang, ada istilah bahasa Inggris yang tidak anda ketahui, apa yang anda lakukan?



In Graph 4.16 the using of English when dealing with clients is as much as 65%, followed by second answer as many as 13.8% where English was often used in *making a report*.

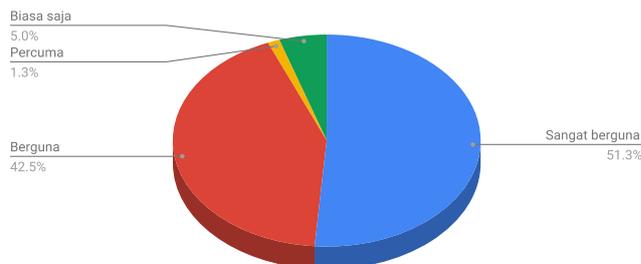
Graph 4.16

Bahasa Inggris di dunia kerja sering digunakan dalam situasi bagaimana?



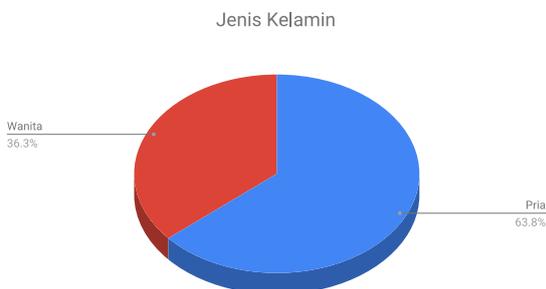
Graph 4.17

Ilmu bahasa Inggris yang kalian peroleh ketika masih kuliah apakah ada gunanya dalam dunia kerja?



Graph 4.17 English is *very useful* in the world of work with as much as 51.3% dominating the answers. The second answers from the alumni that English is *useful* were only 42.5%. The alumni agree that mastering English is *very useful* when they join the workforce.

Graph 4.18



The graph 4.18 states that the number of respondents is dominated by male alumni with a percentage of 63%, and it does not deny that Polimarin has a greater number of male students than women, possibly due to the community paradigm that the ability of female sailors is



different than men. Women are not suitable to be sailors who are far away from their families, moreover they will become mothers who are demanded to be in the house.

DISCUSSION

The finding of the study Brumfit (2001) showed that “*English is an international language that it is the most widespread medium of international communication*”.

English is an international language used for various things. In addition to measure proficiency in English for a job search test, it is used to measure scholarships as well. So, if the English ability is below the standard of what has been targeted then someone will have difficulty either finding work or looking for scholarships for the next study. In the graph 4.16, English in the office is often used when dealing with clients as much as 65%, followed by the second answers as many as 13.8% where English is often used in work of a book guideline. So, it doesn't deny that English is very necessary. Questionnaire data which states that the English ability of Polimarin alumni is unsatisfactory or mediocre can be seen in Graph 4.14 shown by evidence of a dominating number of 60%. In the graph 4.9 related to the mastery of English, which can affect the *difficulty* of finding job, they answer as much as 61.3% and very *possibly difficult* to find work in second rank as much as 22.5%. From the data evidence, the researcher can conclude that English is needed for all sectors. Salim (2013) alumni are graduates of a school or college; Maulina and Setya (2013) alumni are people who have studied at school or college. On graph 4.8 it turns out that when Polimarin alumni met with other alumni who have more ability in mastering English they tend to be self-intruded by learning more so that they are able to compete with alumni from other shipping schools. The desire to learn English more was proved as much as 48.8% and the second highest ranking answer with a number of 17.5% is that they are *motivated instead of inferior*. The findings of the study Muhardi (2007) related to operational competitiveness is an operation function that is not only oriented inward (internal) but also outward (external); it is to respond to the target market for its business proactively. The factors that affect competitiveness are location, price, service and quality. Looking at these factors, it can be concluded from the acquisition of questionnaire data as follows:

a. Location

The work location of the Polimarin's alumni is very strategic, which involves national and international trade. They have been presented with a very representative location for the future careers. But what happens if they do not have adequate English abilities, for surefire, the opportunity for work locations will be limited to domestic companies. Even then, currently domestic shipping companies also require that prospective job seekers conduct interview tests in English. The more the company has high standard, the more

requirements of qualifications required of a job seeker, in this case an English test as well as an English competency certificate with a threshold high standard average value.

b. Price

The price or value of labour who do not master English is different from those who have the ability to communicate English well. Therefore, if you want to have high values in the job field, especially in the maritime sector, you must be an expert in English. The more qualified the applicant, the more the value or price offered to them. Related to the finding that the English ability of Polimarin alumni is unsatisfactory, it has an impact on the price or salary offered from the company to them. So, it becomes the task for lecturers and all Polimarin's staff

c. Service

By having excellent service due to the main ability in a human's life is to communicate,. People can communicate well serving customers especially customers in the maritime field who are trading doing export-import; if the employees do not master the international language, surely the customers will be reluctant and choose other logistics companies that have satisfying services, especially in communication. Shipping companies which have communicative employees and can speak English well, will achieve their own added value.

d. Quality

If export-import companies and logistic companies have employees who can communicate well, then surely their work will be of high quality. Not only their quality performance, but the company's rewards will also be received by their employees. Foreign customers who use the export-import trade will also be satisfied with having a quality service performance as well. Surely the company will win market competition and the sea transportation sector will also develop.

RESULT

Based on the background, the authors formulated the questions as follows:

1. How is *The Study Of Polimarin Alumni's English Proficiency In The Maritime Industry Competitiveness In Indonesia?*



Based on the questionnaire data obtained by the researcher, that English skills mastered by Polimarin's alumni were unsatisfactory. The reason is when they were still in college they did not like English which was very difficult for them. The most difficult English material for them is *speaking*. According to the alumni, speaking is most often used in the job field, and they also admitted that if someone did not master English, they will find it difficult to get a job, besides they feel less confident in fighting for work with other maritime school alumni who they think are far more proficient in English. From the English proficiency mastered by polimarin alumni, it is considered unsatisfactory or mediocre so that researchers will take the extracurricular route especially conversation, so that they become active as English speakers.

CONCLUSIONS

In the formulation of the problem in chapter 1 (one) *How is The Study Of Polimarin Alumni's English Proficiency In The Maritime Industry Competitiveness In Indonesia* can be concluded that the role of English is very influential but it was found that Polimarin's alumni have unsatisfactory abilities, due to English being a necessity and also as the language of instruction on the international demand; the alumni intend to study English one more time. With the results obtained through this study as well as answering from the formulation of the problem is that the English skills of Polimarin students are unsatisfactory. Even when they encounter alumni of other maritime colleges who are very proficient in English they tend to be motivated and they want to study more. They want to set an example so that they can speak English fluently and actively. Due to the limited English proficiency of Polimarin's alumni, this is a lesson for all of us as lecturers; Polimarin must also succeed and also encourage the ability to improve English competence so that prospective seamen and port administrators can compete in the job field, especially the foreign maritime industry and the domestic one. They also stated that English had a very important role in the world of work; however they found it difficult to learn English when they were in college. The alumni also admit that when they are not experts in communicating English it will be very difficult to find work. From the data presented in chapter 4 (four) English material that is often used in the work field is speaking; this becomes input and information so that lecturers will generate them to use English on campus more often. As described in chapter 2 (two) related factors that affect competitiveness include location, price, service and quality.

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