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Kaharuddin Andi  
Burhanuddin Arafah

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## USING NEEDS ANALYSIS TO DEVELOP ENGLISH TEACHING MATERIALS IN INITIAL SPEAKING SKILLS FOR INDONESIAN COLLEGE STUDENTS OF ENGLISH

Kaharuddin Andi<sup>1</sup>, Burhanuddin Arafah<sup>2</sup>

<sup>1</sup>Jurusan Pendidikan Bahasa Inggris, Fakultas Tarbiyah dan Keguruan,  
Universitas Islam Negeri (UIN) Alauddin, Makassar, Indonesia  
andi.kaharuddin@uin-alauddin.ac.id

<sup>2</sup>Fakultas Ilmu Budaya, Universitas Hasanuddin, Makassar, Indonesia  
burhan-arafah@unhas.ac.id

### ABSTRACT

English is the only Foreign Language included as a compulsory subject at university level in Indonesia. However, few teachers teach English that fits students' needs and level. The teaching materials are generally developed based on the teachers' intuitions without a needs analysis. Consequently, the teaching materials do not reliably ensure that the course contents are effective to enable the students succeed in mastering English. This study is aimed at confirming the usefulness of a needs analysis to develop well-designed teaching materials. Development Research Method was used with three systematic steps i.e. input, development, and output steps. 1).The Input step was begun by a needs analysis (NA) and involved 137 respondents who were purposively selected. The data were gathered through NA questionnaires and were descriptively analyzed. 2). The Development step was carried out to formulate course aims and objectives which were then used to select course contents 3). The Output Step was done to design a lesson plan and a prototype of the instructional materials. This research found a materials development methodology which had resulted in a lesson plan and a prototype for one unit of needs analysis-based instructional materials. The methodology may be used by designers or teachers to develop other English teaching materials in different courses.

*Key words: needs analysis; developing teaching materials; well-designed teaching materials; teaching materials for speaking skills, needs analysis-based teaching materials*

### INTRODUCTION

English is the only foreign language given a special status to be learnt as a compulsory subject at schools and universities in Indonesia. This status is officially stipulated in the government regulations. English at schools started being taught in 1968 based on the decree of the Ministry of Education and Culture No.096/1967 which regulated the recommendation of teaching English as a compulsory subject in junior and senior high schools. At the university level, English is taught according to the Government Regulation No.19/2005 article 9 which states that the curriculum in higher education for undergraduate students should include religious education, civic education, Indonesian and English. In spite of the fact that English has officially been taught as a compulsory subject at the tertiary level of education in Indonesia for so many years, complaints related to the English learning outcomes still exist. We fell rather perturbed to recognize the fact that many college students are still unable to cope with problems of low English proficiency which negatively affect their communication skills in English.

All this time, there have been some researches carried out on college students' low English proficiency in Indonesia. For instance, Lowenberg (1991) has reported that some factors might contribute to the problem of the low level of English proficiency encountered by students learning English. The first factor is the problem within the curriculum and syllabus. The second one is the Indonesian classroom situation which is still generally overcrowded and noisy. The third factor is that there are many teachers who are still lacking in proficiency in English or still need more training in language pedagogy. In addition, Alwasilah (2007) also has found some weaknesses in the English courses at the college level that make the students' communicative competence low: (1). No needs analysis conducted to find that the course does not meet the students' expectations. (2). The entrance levels of the students in the class are relatively heterogeneous. (3). The course is taught by inexperienced teachers. (4). There is repetition of what has been taught at secondary schools. (5). There is no selection and classification based on competencies and students' needs. (6). There is no coordination among intra-and inter-institutions. As a final point, we can at least identify three major causal problems of the college students' low English communicative competence i.e. the first: problems associated with curriculum and syllabus which are designed without needs analysis, the second: problems related to the overcrowded classrooms, and the third: problems associated with unqualified teachers.

As a response to the reports, this research investigates how to develop a well-designed English teaching material on the basis of a needs analysis as an effort to improve English learning outcomes in college level. In many colleges, teaching materials have been developed without any needs analysis at all. They are mostly developed based on the teachers' perceptions, intuitions, as well as subjective personal belief without any objective assessments of the learners' situations and needs. Consequently, the teaching materials do not reliably ensure that the course contents are appropriate, effective, practical, and realistic to enable the students succeed in mastering English. Paradowski (2002) considers that the first step of every syllabus design should be needs analysis, i.e. a set of techniques and procedures used for obtaining information about the learners and situations and purposes for which they want to learn the language. Therefore, to determine what the students need to achieve through the medium of teaching them English skills e.g. speaking, it is very important to carry out the needs analysis before designing the course syllabus and developing the course teaching materials. With regard to the statement, Richards (2001) mentions that different types of students have different language needs and what they are taught should be restricted to what they need. Similarly, Engelmann (1993) states that the curriculum applied by the teachers in the classroom interaction must be relevant to the students' needs.

As a result, this study finds a comprehensive framework for necessary steps of needs analysis-based materials development which has been used for developing English teaching materials for initial speaking course. Using the framework has resulted in a prototype for one unit of the course. We believe that the framework can be used as a guideline by designers or English teachers for developing the teaching materials for other units and for producing well-developed English teaching materials for other courses.

## LITERATURE REVIEW

In this study, needs analysis is defined as a gradual process for gaining information regarding the learners' necessities, preferences, and problems which are identified with subjective (the learners) and objective (the course designers, teachers, graduates) opinions to suit the language learning requirements for learners. In the last few years, findings from several studies, on using a needs analysis to design teaching materials, reported that information gained from a needs analysis is used to determine the key components necessary for

designing a course material (Jeong & Kim, 2012, Ratnah, 2013, Siragih, 2014, Aladdin, 2016). However, the findings do not contain useful information concerning how to do the needs analysis and how to develop the teaching materials on the basis of the needs analysis. Ratnah (2013), for example, carried out a needs analysis to develop ESP syllabus and teaching materials. The study found not only ESP integrated syllabus, but also ESP teaching materials for Tour and Travel department students. The teaching materials were validated by giving formative evaluation which indicated the positive impact on the teaching outcome since most respondents gave high preferences on the teaching materials given. However, the research simply produced a prototype for one unit and didn't present any information about the methodology used for developing the prototype. The absence of the methodology in the study presents difficulties for materials developers because they have no idea about the procedures to follow and the components to provide for developing such ESP teaching materials. The limitation has made her study reports inconclusive.

The findings from this study not only confirm the usefulness of needs analysis to obtain information about the students' linguistic needs and learning needs used for developing teaching materials, but also the role of the needs analysis as the basis for developing teaching materials which have resulted in . The prototype reflects the key elements of the teaching materials' contents, while the model gives an adequate explanation about three systematic steps in developing ELT materials for initial speaking skills, from carrying out a needs analysis to building the prototype of ELT materials. The Model is called IDOL Model which can be a practical guidance to follow especially for teachers who are lack of experiences of developing teaching materials.

## **METHODOLOGY**

### **Participants**

There were 137 participants who were purposively selected in this study. They consisted of 116 the students, 10 English lecturers, and 11 graduates in the English education study program at State Islamic College (STAIN) Parepare.

### **Research Design**

Development Research design was used to conduct this study. It was aimed at describing the decision making process during the development of a product/program in order to improve the product/program being developed and the developers' capabilities to create things of this kind in future situations (Van Den Akker, 1999). Therefore, descriptive approach was employed in this development study.

### **Instruments**

This study used questionnaires and interviews. The questionnaires contained questions divided into five main sections i.e. Background Information, Abilities, Problems, Priorities, and Attitudes. Semi-structured interviews were used for cross checking the data derived from the questionnaires about the students' language skills, topics, and language functions.

### **Research procedures**

This research was carried out by implementing three necessary steps i.e.

#### *The Input Step*

In this step, two important decisions were made i.e. to determine the participants and to obtain data on linguistic and learning needs.

Linguistic needs include:

- Recognizing learning abilities
- Identifying learning priorities

Learning needs include

- Identifying learning problems
- Identifying learning attitudes (styles and preferences)



### *The Development Step*

This step compiled the overall needs inventory of both linguistic and learning needs. The needs inventory was then used for

- Formulating learning goals
- Outlining the content of the materials
- Selecting the contents and determining relevant tasks

### *The Output of ELT materials Step*

This step was carried out to design the ELT teaching materials for initial speaking course. The design stage examined two dimensions of course development i.e.

- Incorporating contents and activities in a lesson plan
- Developing the prototype ELT materials for initial speaking course

### **Data analysis**

The data derived from the questionnaires were analyzed by using frequency (how often something occurs) and average (mean score) which were included in three categories i.e. the proficiency, the importance, and the frequency level. The proficiency score, the importance score, and the frequency score of linguistic needs and learning needs were derived from giving scores ranging between 1 and 4 to all categories.

Scores	Proficiency level	Importance level	Frequency level
1	Poor	Not important	Hardly ever
2	Fair	Less important	Seldom
3	Good	Important	Often
4	Excellent	Very important	Always

The data were then presented in frequency and percentage tables. To calculate frequency, the number of respondents is multiplied with its scores and then divided by the number of respondents in all categories. On the other hand, the mean scores were calculated by:

- a. Multiplying the score category with frequency
- b. Adding up all the scores
- c. Dividing by the population

The mean scores of the participants' perceptions were then described by using the following scale:

1. refers to 0 – 1.50
2. refers to 1.15 – 2.50
3. refers to 2.51 – 3.50
4. refers to 3.51 – 4.00

The results of the data processing revealed the needs inventory required to develop teaching materials. Besides, the data from interviews were qualitatively analyzed with interpretations and in depth discussions.

## **FINDINGS AND DISCUSSIONS**

### **The Input Step: Carrying Out the Needs Analysis**

The needs analysis resulted in the needs inventory derived of linguistic needs and learning needs.

### **The Inventory of Linguistic Needs**

This type of inventory comprised the students' *learning abilities* and *learning priorities*. To recognize the learning abilities, the students were asked to rate their own vocabulary, pronunciation, and grammar by choosing one of four possible options that suited to their current proficiency level. To identify the learning priorities, the respondents were required to rate the importance level of the three elements of speaking skills. The rating results were then

used to determine and to prioritize the components of speaking skills necessary for developing the teaching materials.

### *Learning Abilities*

Our results highlighted that the students' proficiency in the speaking components reached 'poor' and 'fair' level. The students' proficiency in grammar was on poor (1.44), pronunciation was on fair (1.63), and vocabulary was on fair as well (1.7) as shown in the following table.

Table 1

*Students' self assessment of speaking proficiency level*

The proficiency levels	Speaking components					
	Vocabulary		Pronunciation		Grammar	
	F	%	F	%	F	%
1. Poor	43	37 %	54	47 %	77	66 %
2. Fair	65	56 %	51	44 %	27	23 %
3. Good	8	7 %	11	9 %	12	10 %
4. Excellent	0	0 %	0	0 %	0	0 %
Average	<b>1.7</b>		<b>1.63</b>		<b>1.44</b>	
0 – 1.50 = Poor	2.51 – 3.50 = Good					
1.50 – 2.50 = Fair	3.51 – 4.00 = Excellent					

Source: Kaharuddin, et al. 2014

The results suggested that the students' proficiency level in speaking needs improvement since the poor and the fair indicated low degree or unsatisfactory situation. According to the students, grammar was felt low due to their tendency to have less attention to grammar in speaking courses. Most of them were of the opinion that learning grammar was an obstacle for fluency in speaking (as stated by student 53 in the interview). However, the student's statement might not be interpreted as an effort to ignore grammar entirely in the course of speaking, but this could serve as a good input for the lecturers or the materials developers in order to give more priority over vocabulary and pronunciation than grammar in the speaking courses.

It is indisputable that learning speaking skills may not be a part from mastering language components such as vocabulary, pronunciation, and grammar. Among these components, the vocabulary is the foundation of communication skills because it is the tool of illustrating thought, self-expression, translation and interpretation. Wilkins (1976) is of the opinion that people could describe few things without grammar, but they could express nothing without vocabulary. In addition, Widdowson (1978) states that the native English speaker can understand those language material with correct vocabulary but not so proper in grammar rules rather than those with correct grammar rules but not so proper in vocabulary use. It stands to reason that in any language teaching, vocabulary plays a tremendously important role which is regarded as the key to open the door of language acquisition.

In addition to vocabulary, pronunciation is also an important element of language to learn. When someone is talking to a native English speaker, the first thing the native speaker may notice right away is the speaker's pronunciation but not his limited vocabulary or grammar mistakes. Native English speakers will generally think that those who have poor pronunciation are those who speak bad English even though they have good grammar and vocabulary. As Fangzhi (1998) states that it is important to pay attention to pronunciation since it results in whether or not someone's message can be passed or not by other people. Therefore, good pronunciation should be one of the first things that students need when learning English. The students can still speak without advanced vocabulary and can say

anything they want to say with simple words. They can also speak without advanced grammar and can still speak with simple grammar structures instead. But speaking never recognizes simple pronunciation. It only recognizes one simple thing that is good pronunciation. If the students don't have good pronunciation, people will consequently have serious problems of understanding what they say even if they use correct grammar and a large number of vocabulary.

In addition, grammar has been one of the most controversial issues in foreign language teaching since some language practitioners claim that it is important to learn, but some think that it is not. However, grammar has currently gained a prominent position in the foreign language classroom, and people agree that it is "too important" to be ignored, and that without a good knowledge of grammar, learners' language development will be severely constrained (Richards and Renandya, 2002). Grammar is considered the "sentence-making machine" of a language, and knowledge of grammar gives learners the ability to create a countless number of original sentences (Zhang, 2009). It is therefore crucial, as it provides the basis for promoting effective speaking skills.

Conclusively, the results from this study reveal valuable information regarding some fundamental components in developing the teaching materials for speaking courses i.e.

- Vocabulary and pronunciation are very important for speaking courses. This level of importance is assumed based on the average score achieved by the two components (vocabulary achieves 3.93 and pronunciation achieves 3.80). This information leads the lecturers or the materials developers to give the first priority to vocabulary item and pronunciation drill.
- Besides, the data show that grammar achieves 3.45 (important). It indicates that grammar cannot be totally ignored in the teaching materials for speaking courses. However, its portion has to be smaller than the other two components and presented at the end of a unit.

### ***Learning Priorities***

The data indicated that the materials developers need to give the first priority to vocabulary item (3.93 means very important), the second to pronunciation drill (3.80 means very important), and the last to grammar rules (3.45 means important) in each unit of the initial speaking course, as suggested the following table.

Table 2

*The importance level of speaking components*

No	Respondents	Speaking components		
		Grammar	Vocabulary	Pronunciation
1	Students	3.49	3.91	3.91
2	Lecturers	3.5	3.9	3.8
3	Graduates	3.36	4	3.72
$\Sigma$		<b>3.45</b>	<b>3.93</b>	<b>3.80</b>
0 – 1.50 = not important		2.51 – 3.50 = important		
1.50 – 2.50 = less important		3.51 – 4.00 = very important		

Source: Kaharuddin.et al, 2014

As for the respondents, learning vocabulary is a very important item for learning speaking. It is even considered as the foundation for speaking skills. Even if the students have proper

understanding of English grammar, they will not be able to speak without having large vocabulary (stated by student 31 in the interview). Therefore, we can clearly understand that vocabulary is central to English language skills particularly speaking because those who are rich in vocabulary can speak and understand English well. It stands to reason that most respondents believe the more vocabulary they acquire the better speaking skills they will have.

In terms of pronunciation, most respondents think that it is also very important to learn. Pronunciation as an inseparable aspect of the language which has a great influence on students' language intelligibility in communication. Therefore, it is essential that the students learn good pronunciation because it makes a conversation more comfortable for both the speaker and the listener and even helps to avoid misunderstanding (Machackova, 2012). However, having correct pronunciation is not easy for many students due to psychological factors. They have used the speech-rhythms of their first language for many years. These rhythms were learned in the first year of life and are deeply rooted in the minds of the students. Therefore, it is common for them to feel uneasy when they hear themselves speak with the rhythm of a foreign language. They find that they "sound foreign" to themselves, and this is troubling for them and become a major barrier to improved intelligibility in the foreign language (Gilbert, J.B, 2008). The statement clearly suggests that good pronunciation is very important for non native speakers of English. Without a good pronunciation, native English speakers will certainly find it difficult to understand our statements by replying with "what?," "huh?" or "could you repeat that". It indicates that our pronunciation needs improvement. However, having a good pronunciation doesn't mean to sound like native speakers, but to learn the core element of spoken English so that our English can be easily understood by others (Gilbert, J.B, 2008).

With regard to grammar, the respondents gave it an average score of 3.45 which means 'important'. Some researchers have provided support to grammar in teaching English. For example, Zhang (2009) suggests that putting grammar in foreign language teaching is necessary because knowledge of grammar is a base of communicative competence in English language. Similarly Priya S.P. (2015), she claims that when we start learning a language, it is important to learn some basic grammar because learning grammar gives knowledge of putting words together in a sensible order. Hence, learning grammar is absolutely inevitable because grammar is the form of language, and words and phrases are the content. If there is no form, there is no content. This fact requires students to use correct grammar that other people can easily understand their English. Without using proper grammar, people are actually just mumbling words with no connection or order. Nonetheless, many students consider that grammar should be the last priority given in the speaking course because grammar will become an obstacle for their speaking skills particularly for those who are novice in English. So, the essential thing about speaking is to practice communicating messages at first and then to learn grammar later after being able to communicate (stated by student 53 in the interview).

As a result, grammar is given a smaller portion than vocabulary and pronunciation in the initial speaking course. It is taught by using deductive approach (a general rule is given, which is then applied to specific language examples and honed through practice exercises). The approach is considered more advantageous for adult learners since it lets them internalize the target framework easily (Sik, K, 2014). Ellis's (2002) also suggests that students who have deductive grammar instruction as part of their study achieve a higher level of grammatical accuracy than those who not. In addition, Andrews (2007) claims that learners are more successful when deductive instruction is applied for simple structures; however, for more complex structures both inductive and deductive methods of teaching grammar seem equally effective.

*Using Real Life Topics to Learn Vocabulary and Pronunciation*

We did an analysis of the importance of learning vocabulary and pronunciation using real life topics. The aim of the analysis was to find out reliable sources of learning vocabulary and pronunciation. The results revealed that most respondents much preferred to learn about vocabulary and pronunciation by using real life topics (3.51 means very important). For the reason, twenty real life topics were offered for selection. The selected topics were presented as follows.

Table 3

*Important real life topics of initial speaking course*

1)	Classroom (3.55 = very important)
2)	Cooking and food (3.53 = very important)
3)	Days & daily routine (3.51 = very important)
4)	Future (3.48 = important)
5)	Meeting people (3.48 = important)
6)	Work chores (3.48 = important)
7)	Occupation (3.45 = important)
8)	Money (3.34 = important)
9)	Time (3.32 = important)
10)	Clothes & color (3.31 = important)
11)	Free time (3.29 = important)
12)	Family (3.28 = important)

Source : Kaharuddin, et al. 2014

The selected topics should be covered for developing the initial speaking course that the students may learn about speaking skills with a large vocabulary and pronunciation drills of real life topics to fit for the most necessary, relevant and frequent used vocabulary. This decision can be an effective strategy for helping the students in enriching their vocabulary logically, comprehensively and intensively.

*Learning English Grammar*

For many students, grammar is often felt insignificant when learning speaking skills since it is presumed to prevent them from being able to speak fluently. Nevertheless, this does not mean that the teachers should overlook it when teaching speaking skills. Understanding grammar rules is important to help the students to speak English effectively. According to Blaxell, R (2012), grammatical structures best support communication and allow for the speaker to more clearly and accurately express ideas. Hence, several grammar items were given to be selected which come up with the following results:

1	Pronouns	3.55 = very important	1 session
2	Adjectives	3.51 = very important	1 session
3	Prepositions	3.50 = important	1 session
4	Adverbs	3.50 = important	1 session
5	Article	3.48 = important	1 session
6	Be, verb	3.48 = important	2 sessions
7	Action verb	3.46 = important	3 sessions
8	Singular and plural	3.42 = important	1 session
9	Possessive noun	3.35 = important	1 session
	Total		12 sessions

The grammar items needed adapting to the selected topics of each session as integral parts of all units of the initial speaking course's materials. The overall linguistic needs are drawn up in the following table:

Table 4

*Detailed inventory of the linguistic needs*

<b>The Linguistic Needs</b>	
<b>Learning Abilities</b>	<b>Learning Priorities</b>
1. Vocabulary is on fair 2. Pronunciation is on fair	1. Vocabulary is the first priority 2. Pronunciation is in the second place
Learning vocabulary and pronunciation from real life topics	
1. Classroom 2. Cooking and food 3. Days & daily routine 4. Future 5. Meeting people 6. Work chores	7. Occupation 8. Shopping and Money 9. Time 10. Clothes & color 11. Free time 12. Family
3. Grammar is on poor	3. Grammar is in the third place
Basic grammar rules to be used with vocabulary and pronunciation	
1. Pronouns 2. Adjectives 3. Prepositions 4. Adverbs 5. Article	6. Be, verb (Simple present 1) 7. Action verb (Simple present 2) 8. Singular and plural 9. Possessive noun

Source: Kaharuddin, et al. 2014

**The Learning Needs Inventory**

Learning needs refer to the students' learning problems and learning attitudes. Both types of information were essential to fully understand strategies and methods that might be the most effective for teaching initial speaking skills, which were used not only for minimizing the effect on the learning problems, but also for achieving more desirable learning outcomes.

***Learning Problems***

Learning problems were identified based on the analysis of the respondents' perceptions of some obstacles encountered by the students in learning speaking skills. The data are presented as follows:

Table 5  
*The perceptions of the students' learning problems*

Learning problems in speaking course	Level of frequency				Average
	1	2	3	4	
1. Feel shy of speaking English	14	30	44	28	2.74
2. Afraid to make errors	8	21	45	42	3.04
3. Afraid to be criticized	6	30	38	42	3
4. Can't avoid native language	6	25	38	47	3.09
5. Limited vocabulary	2	21	57	35	3.06
6. Bad grammar	5	14	44	53	3.25
7. Bad pronunciation	5	24	45	41	3.03
8. Limited knowledge of the topic	6	28	43	39	2.99
0 – 1.50 = hardly ever (1)	2.51 – 3.50 = often (3)				
1.50 – 2.50 = seldom (2)	3.51 – 4.00 = always (4)				

Source: Primary data processing

Table 5 shows that the students at least encounter four problems as they learn in speaking course i.e.

- a. Psychological problem: the students feel shy speaking English (2.74) because they are afraid to make errors (3.04) and afraid to be criticized by teachers and other students due to the errors (3),
- b. Mother tongue interference: the students often use their native language when they should speak English in the classroom (3.09),
- c. Limited knowledge of the topic: the students don't have background information and vocabulary to talk about discussed topics (2.99),
- d. Limited linguistic resources e.g. limited vocabulary (3.06), bad pronunciation (3.03), and bad grammar (3.25), which causes the students are unable to speak English effectively (Kaharuddin. et al, 2014).

The learning problems are considered 'often occur' because they have scores ranging between 2.74 and 3.25. The problems are significant inputs to the teachers or the course designers to take immediate actions to reduce negative impacts of the problems by selecting the most effective methods, and strategies for teaching as possible solutions. For example, when a teacher knows that his students' greatest problem in speaking is shyness, then the teacher can select a technique of participative exercise game which allows the students to use very basic and familiar phrases to be practiced in a game. This technique is used for encouraging the students to learn in a relax and joyful learning situation which is very effective to build the students' confidence and to convince them that speaking English is a joyful activity. When the teacher sees that the students get used to speaking in English with the basic phrases technique, he is then ready to move on giving more complex ideas to the students gradually. With regard to this, Lardizabal (1996) suggests that the first to consider when choosing a method is that the characteristics and nature of the students such as age, maturity, grade level, abilities, interests, growth, health, **problems** should be considered for learning to take place. Besides, Davis (1997) in Westwood (2008) also claims that the design and selection of teaching methods must take into account not only the nature of the subject matter but also how students learn. How students learn might be interpreted as problems encountered and styles used by the students in learning.

**Learning Attitudes**

An attitude is analyzed to obtain information about how well the students like studying in a program (Brown, 1995). It may be gained by identifying the students' learning preferences and styles. Learning preferences refer to the way the students tend to learn. While, learning styles refer to educational environments under which the students are most likely to learn.

**Learning Preferences**

Learning preferences are presented based on the participants' perceptions of how the students should learn vocabulary item and pronunciation drills as indicated in the following table.

Table 6

*Learning preferences over vocabulary*

Vocabulary learning preferences	Respondents			Average
	Student	Graduate	Lecturer	
Memorizing vocabulary	3.16	2.91	3.3	3.12
Using vocabulary to communicate	3.78	4	3.8	3.86
Listening & repeating vocabulary	3.45	3.73	3.7	3.63
A list of vocabulary	3.06	2.91	3	2.99
Vocabulary in conversations	3.59	3.82	3.7	3.7
Topic based vocabulary	3.51	3.55	3.6	3.55

0 – 1.50 = not important

2.51 – 3.50 = important

1.50 – 2.50 = less important

3.51 – 4.00 = very important

Source: Primary data processing

The table indicates the students' learning preferences over vocabulary i.e. using vocabulary to communicate (3.86), learning vocabulary in conversations (3.70), listening and repeating vocabulary (3.63), learning vocabulary in real life topics (3.55). The four possible ways of vocabulary learning preferences should be considered for selection as strategies for teaching vocabulary in initial speaking course. In addition the data, the students' learning preferences over pronunciation are presented in the following table.

Table 7

*Learning preferences over pronunciation*

Pronunciation learning preferences	Respondents			Average
	Student	Graduate	Lecturer	
Learning from dictionary	3.27	2.91	3.3	3.16
Learning by imitating teacher	3.34	3.27	3.3	3.3
Learning from NES' recording	3.82	3.82	3.8	3.81

0 – 1.50 = not important

2.51 – 3.50 = important

1.50 – 2.50 = less important

3.51 – 4.00 = very important

Source: Primary data processing

The table shows that the most preferred ways for learning pronunciation in initial speaking course is to learn pronunciation from native English speakers' voice recording (3.81). Linge (2015) deems that one of the most powerful ways of learning pronunciation is mimicking native speakers. This can be a good strategy to improve the students' pronunciation because they can focus on listening how to say things correctly and simply try to mimic the recordings as closely as they can. Thus, it is strongly suggested for using the voice recordings of native



speakers of English as a coherent strategy for teaching pronunciation in initial speaking course.

### *Learning Styles*

The findings from this study confirm that the students' learning styles are identified as communicative and concrete learners (Willing, 1988) because the students' learning styles are fit in type to the characteristics of the four learning styles as shown in the following table.

Table 8

### *The students' learning styles*

Learning style preferences	Respondents			Average
	Student	Graduate	Lecturer	
1 Games	3.39	4.00	3.9	3.76
2 Pictures	3.32	3.82	3.6	3.58
3 Film & video	3.51	3.73	3.9	3.71
4 Talking in pairs	3.59	3.73	3.6	3.64
4 Role play	3.27	3.55	3.8	3.54
5 Studying alone	2.62	2.18	2.8	2.53
6 Doing tasks	3.03	3.27	3	3.10
7 Small group	3.53	3.64	3.5	3.56
8 Large group	3.43	3.55	2.9	3.29
9 Talk to friends in English	3.72	3.91	3.9	3.84
0 – 1.50 = not important	2.51 – 3.50 = important			
1.50 – 2.50 = less important	3.51 – 4.00 = very important			

Source: Primary data processing

The data show that the students have distinctive styles in learning initial speaking skills i.e. talking to friends in English (3.84), learning by games (3.76), using films and videos (3.71), talking in pairs (3.64), using pictures (3.58), speaking in small groups (3.56), and interacting in role plays (3.54). Accordingly, the learning styles should be adjusted to select effective teaching styles, methods and course organization which can result in improved learners' satisfaction and attainment (Willing, 1988).

Therefore, the importance of the students' learning attitudes may not be overlooked in implementing teaching styles. As an illustration, some students want much opportunity for classroom conversations, exchanging their ideas in the conversations e.g. using role-play. However, the teacher mainly focuses on teaching grammar rules and gets the students to work on written grammar exercises. Consequently, the students take a negative learning attitude towards the teaching process due to mismatch between their learning styles and the teaching styles. The negative attitude will strongly influence the students' language performance. As Visser (2008) states that attitude is considered as an essential factor influencing language performance. Detailed information on the students' learning needs is presented in the following table:

Table 9  
Detailed inventory of learning needs

<b>Learning Needs</b>	
<b>The learning problems</b>	<b>The learning attitudes</b>
<ol style="list-style-type: none"> <li>1. The psychological problems                             <ul style="list-style-type: none"> <li>- Feel shy of speaking English,</li> <li>- Afraid to make errors,</li> <li>- Afraid to be criticized by teachers</li> </ul> </li> <li>2. The mother tongue interference                             <ul style="list-style-type: none"> <li>- Cannot avoid using the native language</li> </ul> </li> <li>3. Limited knowledge of the topic                             <ul style="list-style-type: none"> <li>- No background information to talk about the topics</li> </ul> </li> <li>4. The problems of limited linguistic resources                             <ul style="list-style-type: none"> <li>- Limited vocabulary,</li> <li>- Bad pronunciation</li> <li>- Bad grammar</li> </ul> </li> </ol>	<p><b>Learning preferences</b></p> <ol style="list-style-type: none"> <li>1. Vocabulary                             <ul style="list-style-type: none"> <li>- Using vocabulary to communicate</li> <li>- Vocabulary in conversations</li> <li>- Listening &amp; repeating vocabulary</li> <li>- Topic based vocabulary</li> </ul> </li> <li>2. Pronunciation                             <ul style="list-style-type: none"> <li>- Native English speakers' voice recording</li> </ul> </li> </ol> <p><b>Learning styles</b></p> <ol style="list-style-type: none"> <li>1. Talking to friend in English</li> <li>2. Language games</li> <li>3. Learning from films and videos</li> <li>4. Talking in pairs</li> <li>5. Learning by pictures</li> <li>6. Learning in small group</li> <li>7. Learning by role play</li> </ol>

Source: Kaharuddin, et al 2014.

In sum, the needs analysis carried out to develop the initial speaking course has resulted in:

1. recognizing the students' learning ability to speak English
2. discovering the language components which are really needed learning as priority over the course
3. selecting the real life topics and basic grammar rules which are much preferred by the students
4. identifying the problems which are frequently encountered by the students.
5. finding the learning preferences and the learning styles that are much preferred by the students.

### **The Development Step: Using the Needs Inventory**

The needs inventory found in the needs analysis was then used for formulating learning aims and objectives in the Development Step.

#### **Formulating learning aims and objectives**

Aims and objectives were formulated on the basis of the needs inventory as the foundation for developing course materials. The teaching materials were specifically designed for fulfilling two course aims i.e.

- To help students to communicate effectively and confidently in English by developing the students' vocabulary, pronunciation, and basic grammar,
- To provide a good foundation for speaking which enables students to communicate everyday situations and topics.

The two course aims were then broken down into smaller goals of learning known as the course objectives. Here are the examples:

- a. Students are able to practice common expressions of greeting and farewell when meeting other people, to introduce themselves and others, as well as to get and give personal information in informal situations.

- b. Students are able to talk about their families using vocabulary for family members, able to ask simple questions for requesting information about family members, as well as able to describe and illustrate family members.
- c. Students are able to use appropriate expressions and vocabulary to tell the time and ask the time in English.

According to Graves (2000), stating goals helps to bring into focus your visions and priorities for the course. Furthermore, she says that they are general statements, but they are not vague. In addition, objectives are more specific than aims. They break down aims into smaller units of learning, and typically describe learning in terms of observable behavior or performance i.e. they describe 'learning outcomes' in terms of what a learner will be able to do. In short, the formulation of aims and objectives not only provides information on measurable outcomes of the teaching materials, but also facilitates the preparation and the organization of the teaching materials.

### **Selecting the Course Contents**

The course contents were selected from the major topics and arranged in a logical order as they would be presented in the classroom. The needs analysis contributed a list of course topics as shown earlier in table 3 . However, the list was refined into selection. The selection process took place by considering the course's aims and objectives, the importance of the selected topics, the students' knowledge, the allotted time to teach the topics, as well as consultation with teachers. As Richards (2001) states that information gathered during *needs analysis* contributes to the planning of course content, as do additional ideas from other resources such as available literature on the topic, published materials on the topics, review similar courses offered elsewhere, review test or exams in the area, analysis of the students' problems, *consultation with teachers* familiar with the topics, as well as consultation with specialists in the area.

Having consultation with teachers familiar to the topics, one topic is finally skipped that is '**classroom**' since the teachers consider that the students already have considerable knowledge of it. The consultation discussed how and why the topics had to be organized that way which resulted in the following contents.

1. Meeting people
2. Family
3. Time
4. Daily routines
5. Cooking and food
6. Work chores
7. Free time
8. Clothes & color
9. Shopping and Money
10. Future
11. Occupation

The decision about sequencing the course contents is taken on the basis of 'need' criteria because the topics are arranged in order of importance to the students' needs in personal and social lives Richards (2001). Besides, the topics need to be sequenced in order of logical relationships from one to the other topics according to a theme or storyline (stated by a lecturer in the interview). The logical sequence of the topics was then linked to the grammar rules to be taught and practiced altogether in the classroom interactions.

### **The Output Step: Designing ELT Materials**

Design refers to the realization of the concept of needs analysis-based teaching materials into actual productions of teaching materials i.e. making lesson plans and prototypes of ELT materials.

#### **Preparing Lesson Plans**

Three lesson plans for three units were developed for the initial speaking course. The each lesson plan consisted of ten essential elements i.e. 1) Subject name, 2) Unit, 3) Topic, 4) Time, 5) Course description (aims), 6) Course Objectives, 7) Materials and equipments, 8) Procedures, 9) Evaluation, and 10) Extra-class work. In pedagogical perspective, a lesson plan in a language program functions to identify the learning destination (objective of a lesson) and to mark out the route (activities for each stage of the lesson). It is an aid for a teacher to plan his/her teaching methodologies and strategies effectively. Therefore, a well-prepared teacher should write down the details of each activity in the form of lesson plans which will guide the interactions between teacher and students in implementing how detailed a lesson plan needs to be. Formulating the plan for teaching will keep both the teacher and the learner focused on where they are going, how they are going to get there, and what to achieve when they arrive.

#### **Developing the Prototypes of ELT Materials**

Three prototypes were developed based on the prepared lesson plans. The prototypes of ELT materials refer to the first model of English teaching materials, from which other forms of are copied or developed. The organizational structures of the teaching materials of are developed by units. Each unit represents a topic and the topic consists of three lessons i.e. **Lesson A: Skill Getting**, **Lesson B: Skill Using**, and **Lesson C: Review**.

Lesson A: Skill Getting is aimed at preparing and equipping the students with specific elements of knowledge which compose communicative ability for later communication. Therefore, this lesson presents knowledge of linguistic forms that the students need to be able to speak English in a certain topic such as vocabulary and pronunciation drills. After the students are equipped with the linguistic forms, they have to take a part in pair practice which is aimed at linking between the language forms (vocabulary and pronunciation) and their potential for real communications.

In addition, lesson B: Skill Using makes effort to bridge the gap between the students' knowledge of linguistic forms and their ability to talk about a particular topic. There are two sub activities in this lesson i.e. functional communication and social interaction activities. Functional communication activity shows how the vocabulary and expressions are used in casual conversation. This lesson gives a particular real life situation with specific language structure, vocabulary, as well as pronunciation to help the students talk about a particular topic. Besides, social interaction activity gives the students opportunity to use their knowledge of linguistics forms in a half dialogue role play. This lesson enables the students to be involved in a social interaction of a particular topic by using the previous equipped language forms.

On the other hand, lesson C: Review is aimed at measuring how much the students have learnt in a given unit. This lesson provides three sub activities i.e. language game, grammar presentation, and extra class work. Language game requires the students to show off their language creativity in speaking naturally and enable them to interact spontaneously in a conversation. Grammar presentation is given to help the students understand a particular language form that they have used in the previous communicative activities e.g. in pair practice, functional communication activities. The teacher needs to focus on explaining a particular rule of a language structure and evaluates all the students have learnt by giving extra class work that is writtengrammar exercises to do at home.

## CONCLUSIONS

We have here described a needs analysis that is considered appropriate to develop the teaching materials for initial speaking skills. We found three important things from the implementation of the needs analysis i.e. *The first*; significant informations on what to teach and how to teach the initial speaking skills. The information on what to teach is derived from the needs inventory of the students linguistic needs (learning abilities and priorities), while the information on how to teach is derived from the needs inventory of the students learning needs (learning problems and learning attitudes). *The second*; three necessary steps which describe how to design a needs analysis based ELT materials. *The third*; the prototype of ELT Materials for initial speaking skills which reflects the contents of a well-developed course materials based on a needs analysis. Therefore, we believe that the findings could be applied quite reliably in developing well-designed teaching materials for other units of initial speaking course. However, further studies are still needed to determine two things i.e. *Firstly*, if these findings could bring about a positive effect on the students' progress in speaking English. *Secondly*, if these findings could be used for developing teaching materials for other English courses e.g. reading, writing, and listening.

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