

## ABSTRAK

**SARIPAH HANNUM SIREGAR. NIM 8196192024. Pengembangan Bahan Ajar Teks Negosiasi Berbasis Al-Qur'an dan Hadis Siswa Kelas X MAN 2 Model Medan. Tesis. Pendidikan Bahasa dan Sastra Indonesia, Program Pascasarjana Universitas Negeri Medan. 2021.**

Masalah penelitian ini adalah kesulitan siswa kelas X MAN 2 Model Medan ketika mengonstruksi teks negosiasi yang sesuai dengan ajaran Islam karena ketiadaan bahan ajar yang mendukung karakteristik siswa yang islami. Penelitian ini bertujuan untuk menjelaskan (1) proses pengembangan modul teks negosiasi jual beli berbasis Al-Qur'an dan Hadis, (2) kelayakan modul teks negosiasi jual beli berbasis Al-Qur'an dan Hadis, dan (3) keefektifan modul teks negosiasi jual beli berbasis Al-Qur'an dan Hadis. Jenis penelitian ini adalah penelitian dan pengembangan berdasarkan model pengembangan Borg 'n Gall yang diadaptasi oleh Sugiyono, terdiri atas 10 langkah, yaitu penemuan masalah, pengumpulan data, desain produk, validasi, revisi produk, ujicoba produk, revisi, ujicoba lapangan terbatas, revisi, dan produk akhir. Hasil penelitian menunjukkan bahwa (1) proses pengembangan menghasilkan produk berupa modul teks negosiasi yang diintegrasikan dengan ayat Al-Qur'an dan Hadis, (2) modul teks negosiasi berbasis Al-Qur'an dan Hadis yang dikembangkan sudah layak digunakan berdasarkan hasil validasi ahli materi sebesar 93,61%, validasi ahli desain sebesar 76,34%, dan validasi ahli agama sebesar 94,53%, (3) modul teks negosiasi berbasis Al-Qur'an dan Hadis siswa kelas X MAN 2 Model Medan dinyatakan efektif digunakan berdasarkan hasil pretes dan postes. Keefektifan modul dianalisis melalui uji gain dengan perolehan nilai rata-rata indeks gain sebesar 0,43 dengan kriteria keefektifan sedang. Dengan demikian, modul teks negosiasi berbasis Al-Qur'an dan Hadis siswa kelas X MAN 2 Model Medan yang telah dikembangkan dinyatakan layak dan efektif digunakan dalam proses pembelajaran.

Kata Kunci: bahan ajar, teks negosiasi, Al-Qur'an dan Hadis

## ABSTRACT

**SARIPAH HANNUM SIREGAR. NIM 8196192024. Development of Negotiation Text Teaching Materials Based on the Qur'an and Hadith for Class X MAN 2 Model Medan Students. Thesis. Indonesian Language and Literature Education, Graduate Program, State University of Medan. 2021.**

The problem of this research is the difficulty of class X MAN 2 Model Medan when constructing a negotiating text that is in accordance with Islamic teachings because of the absence of teaching materials that support the characteristics of Islamic students. This study aims to explain (1) the process of developing a buying and selling negotiation text module based on the Qur'an and Hadith, (2) the feasibility of a buying and selling negotiation text module based on the Qur'an and Hadith, and (3) the effectiveness of the negotiation text module buying and selling based on the Qur'an and Hadith. This type of research is research and development based on the Borg 'n Gall development model adapted by Sugiyono, consisting of 10 steps, namely problem discovery, data collection, product design, validation, product revision, product testing, revision, limited field trial, revision, and the final product. The results of the study, it shows that (1) the development process produces a product in the form of a negotiating text module that is integrated with the verses of the Qur'an and Hadith, (2) a negotiation text module based on the Qur'an and Hadith that has been developed is feasible to use based on the validation results material expert 93.61%, design expert validation 76.34%, and religious expert validation 94.53%, (3) the negotiating text module based on the Qur'an and Hadith of class X MAN 2 Model Medan is declared effective used based on the results of the pretest and posttest. The effectiveness of the module was analyzed through a gain test with an average gain index value of 0.43 with moderate effectiveness criteria. Thus, the negotiation text module based on the Qur'an and Hadith for class X students of MAN 2 Model Medan that has been developed is declared feasible and effective to use in the learning process.

Keywords: teaching materials, negotiation text, Al-Qur'an and Hadith