REFERENCES

- Akbari, Zahra. (2014). Academic English Needs of Iranian Paramedical Students and Practitioners: An ESP Context. International Journal of Language and Applied Linguistics World. 5 (2) pp. 274-286.
- Ayatrohaedi. 1986. *Kepribadian Budaya Bangsa (LocalGenius)*.Jakarta: Dunia Pustaka Jaya.
- Borg & Gall. 2003. Education Research. New York: Allyn and Bacon.
- Cunningsworth, A. 1995. Choosing Your Course Book. Oxford: Heinemann.
- Hasibuan, et al. 2015. Developing ESP Teaching Materials for the Students of the Software Engineering on Problem Based Learning at The Al-Washliyah Teladan Vocational School. Medan: Jurnal Tabularasa PPS UNIMED. 12 (2), 214-223
- Hutchinson, T., & Waters, A. (1987). *English for Specific Purposes*. Cambridge university press.
- Hwang, Yanling. 2011. Pedagogical Implications on Medical Students' Linguistic Needs. Journal of English Language Teaching. 4 (4) pp. 138-145.
- Laili, M. 2017. "Integrating Character Education and Local Wisdom in Developing English Teaching Material". Education and Human Development Journal, Vol. 2, No. 2, pp. 77-86.
- Nikoopur *et al.* 2011.English Language Teaching Material Development. Tehran: Journal of Language and Translation. 2(2), 1-12

- Paltride, B. & Starfield, S. 2013. The Handbook of English for Specific Purposes.

 Boston: Wiley-Blackwell.
- Richards, J.C & Rodgers, T.S. 2001. Approaches and Methods in Language Teaching. Cambridge. Cambridge University Press.
- Ronaldo, O. 2016. "Teaching Material for English Subject in Vocational High School". Proceedings of the Fourth International Seminar on English Language and Teaching (ISELT-4).
- Sari, E.W. 2018. Developing English Speaking Material for Students of Beauty Study Program at Vocational School Published Journal. Medan State University: Faculty of Languages and Arts.
- Septy, A. P. 2018. "Developing Local Wisdom Content as Ideal ELT Materials for Indonesia in Globalization Era". Proceeding of the 65th TEFLIN International Conference, Universitas Negeri Makassar, Vol. 65, No. 1, pp. 320-327.
- Sijabat, D. M. 2018. "Developing English Speaking Materials for Students of Office Administration Program of Vocational School". State University of Medan: Faculty of Languages and Arts.
- Suharto, G. 2006. Penilaian Pembelajaran Bahasa Inggris. Yogyakarta: P2B.
- Suroyo & Faridi, A. 2018. "Developing Speaking English for Specific Purposes Materials for Broadcasting Major Students The Case of Eleventh Grade of Vocational High School 1 Kendal. English Education Journal, 8 (3), pp. 324-330.

Taghizahed, M. 2018. "The Effect of Needs Analysis on Designing ESP Courses in Iranian Context – A Case Study". English Language Teaching Letters, Vol. 1, pp. 46-50.