THE CHALLENGES ON THE EXPORTING ACTIVITIES OF PT. BATIK DANAR HADI

Submitted as a Partial Requirement in Obtaining Degree in the English Diploma Program, Faculty of Cultural Sciences
Sebelas Maret University

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“BISMILLAH, BRAIN, BEAUTY, BEHAVIOR, BETTER”

(Me)
DEDICATION

I would like to dedicate this final project report to:

Allah SWT

My dearest mother, father, and sister

My beloved big family

English Diploma Program of UNS

Sebelas Maret University

All of my beloved friends

The special one fated to me
PREFACE

I would like to say thank to Allah SWT who always blesses and guides me so that I can finish this final project report. I also thanks to all the people, especially to my parent and to Dra. Diah Kristina, M. A., Ph. D as my supervisor giving me support, guidance and motivation in conducting this report.

This final project report was written to fulfill the partial requirement in obtaining degree in English Diploma Program, Faculty of Cultural Sciences, Sebelas Maret University. This report entitled “THE CHALLENGES ON THE EXPORTING ACTIVITIES OF PT. BATIK DANAR HADI” discuses the problems faced by PT. Batik Danar Hadi in its exporting activities as well as their given solutions.

Finally, I completely realized that this final project report is far from being perfect and it still has some drawbacks. Accordingly, I hope that there will be many suggestions given by the readers to improve the quality of this report. I also hope that this final project will be beneficial for the readers.

Surakarta, July 2015

Dessi Arisandi

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2. Agus Dwi Priyanto S.S., M.CALL as the head of English Diploma Program.

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5. All the staffs of PT. Batik Danar Hadi, especially all the staffs of its export division, and all of my friends who also did the job training in the export division of PT. Batik Danar Hadi also coming from UNS, Business and Economic Faculty exactly, thanks for your help, guidance, and stories given to me during the job training I did.

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6. Aryo Prakoso V, S.S. as the manager of the export division of PT. Batik Danar Hadi, thanks for your help, guidance, time and kindness that are so beneficial to me in making this report.

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11. All the people helping me in conducting this final project report.

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13. The last, special thanks to the one who will be with me in the future. I knew I loved before I met you.

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ABSTRACT


This final project report was written based on the job training in the export division of PT. Batik Danar Hadi. The objectives of this final project are to describe the problems faced by PT. Batik Danar Hadi as the challenges on its exporting activities and to provide the solutions given by PT. Batik Danar Hadi to the problems faced in its exporting activities.

In this research, the techniques of collecting data are library study, observation, and interview. I used literature study relevant to the problems. The observation was conducted when I was on the field during the job training. The interviews were done with the informants related to the purpose of the research. After obtaining the data, I analyzed the data to find out the problems faced by PT. Batik Danar Hadi in its exporting activities as well as their given solutions.

The result of the research indicates that the problems faced by PT. Batik Danar Hadi as the challenges on its exporting activities are the lateness of the supplying raw material, the production process of batik fabrics, the pricing process of the product, the shipment of the products, and the recruitment of new customers. For those problems, the export division of PT. Batik Danar Hadi gives several solutions i.e. insisting and making a deadline for the management in supplying the white fabrics, reproducing or accepting the batik fabrics as they are, making the price lower or still using the price offered at the first time, contacting the freight company and explaining the true condition to customers and recruiting other prospective of customers.
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