

## ABSTRACT

Ardhani, Auditya. *A Study of Motivation of the Conversation Class students at PINLABS in learning English as a Foreign Language*. A thesis submitted as partial fulfillment of the requirements for the Sarjana Degree of the English Department Faculty of Humanities Airlangga University Surabaya.

Everybody needs to have motivation and a reason for action. Second and foreign language learners should be offered the opportunity to be motivated and fulfill their learning orientations. This study analyzes and identifies the students' motivation in Conversation Class in Beginner level at PINLABS English course in learning English. The study focuses on what is considered as the highest motivation among the students and to find out the influences of the dominant motivation in the process of learning. The study uses qualitative method that involves questionnaires and semi-structured interview in order to collect the data. Ten students participated in completing questionnaires divided into two parts, questions representing instrumental orientations and questions representing integrative orientations. Based on Gardner & Lambert (1985), in language learning process there are two types of motivation: Integrative and Instrumental motivations. The findings of the study show that most of the students learn English for integrative orientations. The finding of the present study contradicts the previous researches conducted by Pribadi (2006) and Sayeedur (2006) who concluded that 'instrumental motivation' being the dominant motivational orientation for the students to learn English. The study also demonstrates that the learners learn English not only for 'integrative' but also for 'instrumental' orientations. Further study of motivational variables of the students will possibly provide additional insights in better identifying existing motivational challenges and in taking a more realistic perspective about the ELT (English Language Teaching) situation in the country.

*Key words: motivation, instrumental motivation, integrative motivation*