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PROFESSIONAL BUSINESS ENGLISH FOR *Islamic Business Management*



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FOREWORD

It is with great enthusiasm that We introduce Professional Business English for Islamic Business Management. This book arrives at an important moment when demand for clear, professional communication in Islamic business contexts is rising—both within academic settings and across industry. The author successfully bridges linguistic precision with practical relevance, offering readers a resource that enhances language skills while grounding them in the ethical and managerial principles of Islamic business.

Designed for students, young professionals, and educators, this text combines essential business English competencies—such as report writing, negotiation language, presentation phrasing, and client correspondence—with terminology and case examples tailored to Islamic finance, halal supply chains, and sharia-compliant governance. Each chapter balances concise explanations, realistic dialogue, and exercises that encourage critical thinking and real-world application. As a result, readers will not only improve their command of English, but also learn to express complex Islamic business concepts clearly and persuasively.

We appreciate the author’s careful attention to clarity and context. The book avoids unnecessary jargon while preserving academic rigor, making it suitable for classroom use, self-study, or professional training. Sections that focus on cross-cultural communication and ethical language are particularly valuable for those who will represent Islamic businesses in multinational environments.

We hope this book will become a standard reference for students and practitioners striving to communicate with integrity and professionalism in the global marketplace. May it inspire confident, principled, and effective communicators who contribute positively to the development of Islamic business worldwide.

Tangerang, 2026
Student of Business/Islamic Economics

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CHAPTER I

INTRODUCTION TO BUSINESS ENGLISH

A. BUSINESS ENGLISH UNDERSTANDING AND FUNCTION

1. Business English Understanding

Business English is a form of English spoken specifically in the context of the business and professional world. It includes a variety of language terms, expressions, and structures used in activities such as business communication, negotiation, presentation, report writing, and official correspondence. In practice, Business English emphasizes not only English ability in general, but also the ability to deliver messages effectively, clearly, and professionally according to the needs of the work world.

In addition, Business English is also closely related to the ability to understand different communication contexts in the business environment. For example, communication with clients is certainly different from communication with coworkers or superiors. Therefore, the use of language must be tailored to the situation and purpose of communication so as not to cause misunderstanding.

According to Jeremy Comfort in his book *Effective Business English*, Business English's ability emphasizes the effectiveness of communication in professional situations, where messages must be conveyed clearly, precisely, and not cause misunderstandings. This is important because in the business world, inappropriate communication affect both work relationships and business decisions.

According to Ian MacKenzie (2010), Business English is not only related to English ability in general, but also emphasizes the ability to communicate effectively in professional situations. This is important because inappropriate communication in the business world can lead to misunderstandings that affect working relationships and decision making.

CHAPTER II

ISLAMIC BUSINESS CONCEPT

A. FUNDAMENTAL PRINCIPLES OF BUSINESS IN ISLAM

1. The Concept of Tawhid in Economics

The concept of *tawhid* is the most fundamental foundation underlying the entire economic and business system from an Islamic perspective. This principle of faith asserts the absolute acknowledgement that Allah SWT is the Creator, the sole Owner, and the true Ruler of all resources existing in this universe (Khan et al., 2021). Humans possess absolutely no absolute, unrestricted right of ownership over the worldly material wealth they currently control. Every form of material wealth, business capital, land, through to professional expertise possessed is, in essence, a sacred trust that must be accounted for before Him. This awareness of *tawhid* transforms a business practitioner's paradigm, leading them to view material wealth more wisely.

The logical consequence of the principle of *tawhid* is the positioning of humans on earth not as absolute owners, but merely as *khalifahs* holding a trust. As trustees of the divine mandate, humans are granted full authority to manage, utilise, and develop all economic potentials available in nature to the best of their abilities. However, the freedom in managing these business operations must completely submit to the rules, provisions, and boundaries of *sharia* established by the Absolute Owner. Every managerial decision, marketing strategy, through to profit distribution must always reflect the values of compliance with this spiritual trust. This concept of trust automatically prevents humans from acting arbitrarily in exploiting resources.

In practical operational terms, the internalisation of the concept of *tawhid* will shape the character of businesspeople, instilling highly elevated moral integrity and consistent honesty. Business practitioners who adhere to *tawhid* are fully aware that every single inch of their business activities is always under the direct supervision of Allah SWT. This inherent spiritual

CHAPTER III

ISLAMIC BUSINESS TERMINOLOGY

A. ISLAMIC FINANCE TERMINOLOGY

1. Basic Concepts of Sharia Finance

a. Definition of Islamic Finance

The use of the Islamic financial system has been in practice since the time of the Prophet Muhammad SAW. The Islamic financial system was successfully implemented during that era, as evidenced by the existence of the Bait Al-Maal, which was managed by the Companions (Khalifa). However, over time, the caliphate system declined, until, by the end of the 19th century, the Ottoman dynasty introduced the conventional banking system to the Islamic world. This caused an uproar and drew criticism from Islamic jurists, who argued that the system could be deemed to violate Sharia due to the presence of *riba*; ultimately, this led to the collapse of the Islamic Caliphate (the Ottoman Empire in Turkey) in 1924.

The financial system itself is a collection of institutions, rules, and operational mechanisms that regulate the flow of money to ensure the economy functions. The financial system carries out a primary function as a mediator between fund providers and fund users, who utilise these funds to purchase goods or services and for investment. Thus, its role is vital for future economic development (Syaripudin and Furkony, 2020:257). In the Islamic financial system, in addition to acting as a mediator, it also bears a social responsibility for the welfare of the entire population.

From an Islamic economic perspective, the function of the financial system is not limited to acting merely as a financial intermediary, but also encompasses moral values and social responsibility. The Islamic financial system places the principles of justice, balance, and the public good as the primary foundations for all economic activities. Consequently, the management of funds must not be solely profit-oriented but must also consider its impact on the wider public welfare. It is this principle that distinguishes the Islamic financial system from the conventional financial

CHAPTER IV

BUSINESS COMMUNICATION

A. PRINCIPLES OF EFFECTIVE BUSINESS COMMUNICATION

1. Definitions and Basic Components of Communication

At its most fundamental level, communication is far more than a simple transaction of data; it is a dynamic process aimed at achieving shared understanding. Without a mutual alignment of meaning between parties, a message remains nothing more than noise.

Communication is the process of exchanging information, ideas, or feelings between individuals or groups through verbal, nonverbal, written, or visual means. It involves a sender who encodes a message, transmits it through a channel, and a receiver who decodes and interprets it, often with feedback to confirm understanding. In business, communication drives collaboration, decision-making, and relationship-building. (Lumen , 2020).

According to Lumen (2020), communication is a multifaceted exchange of thoughts, data, and emotions through various formats, including verbal, written, and non-verbal cues. This systematic process requires a sender to package a message and transmit it via a specific medium to a recipient, who then translates the information. The cycle is finalized through a feedback loop, which ensures that the intended meaning aligns with the perceived understanding. The definition is elevated communication from a simple act of speaking to a complex structural framework essential for organizational health.

Communication can be understood as a process of exchanging information, ideas, and meanings between individuals or groups in order to create mutual understanding. In both academic and professional contexts, communication plays an important role because it allows people to express opinions, share knowledge, and build social relationships effectively. Communication is not only limited to spoken interaction, but it also includes written, visual, and digital forms of message delivery (Putri, 2021). The argument emphasizes that the core of communication is not merely the

CHAPTER V

PROFESIONAL EMAIL WRITING

A. STRUCTURE OF BUSINESS EMAIL

1. Definition of Business Email Structure

A business email structure is the standard format used when writing professional emails. A well-structured email helps the reader understand the message clearly and respond quickly. Professional emails usually follow a simple and organized format. This structure is important because it shows professionalism, politeness, and good communication skills in the workplace or business environment.

According to Emmy J. Bluhm in *Succeeding with Professional Email* (2019), a clean and standardized email structure acts as a visual roadmap for the recipient. Bluhm emphasizes that "in a fast-paced corporate environment, a structured email reduces cognitive overload, allowing professionals to process and act on information up to 40% faster."

Generally, a business email consists of several parts, such as the subject line, greeting, opening sentence, main content, closing sentence, and signature. The subject line should be clear and specific so the receiver can easily understand the purpose of the email. The greeting should be polite and respectful, for example "Dear Mr. John" or "Good morning." The body of the email contains the main information or purpose of the message, written in clear and concise language. Finally, the email ends with a polite closing and the sender's name or position. Using the correct email structure can make communication more effective and professional.

2. Parts of a Business Email

A business email generally consists of the following parts that help create clear and professional communication:

a. Subject Line

The subject line is the title of the email. It tells the reader what the email is about. A clear subject helps the recipient understand the purpose

CHAPTER VI

BUSINESS NEGOTIATION

A. DEFINITION OF BUSINESS NEGOTIATION

In the modern business environment, negotiation has become an essential activity that cannot be separated from organizational operations. Every business entity, whether small or large, is required to engage in negotiation in order to achieve its goals and maintain its competitiveness. Negotiation occurs in various business situations, such as determining prices, forming partnerships, and establishing contracts.

Therefore, understanding the concept of business negotiation is very important for individuals involved in business activities. This section will discuss the definition of business negotiation, its importance, and its role in achieving mutually beneficial agreements.

Business negotiation is a very important activity in the business world. It refers to a process of communication or bargaining between two or more parties in a business context in order to reach an agreement that is acceptable and mutually beneficial for all parties. This agreement may include aspects such as pricing, contracts, partnerships, payment terms, or delivery conditions (Thompson, 2020).

In this process, each party usually has different interests, needs, and expectations. Therefore, negotiation becomes a way to find common ground and create outcomes that benefit all parties involved (Lewicki et al., 2021). Business negotiation occurs when differences in interests still exist, and both parties engage in discussions to find a middle point that leads to an agreement acceptable to all. In the business context, negotiation is more structured and goal-oriented. It may arise in various situations such as purchasing raw materials, offering services, forming partnerships, drafting contracts, or recruiting employees. Therefore, negotiation requires careful thinking and effective communication (Lewicki et al., 2021).

CHAPTER VII

ISLAMIC FINANCE CONCEPTS

A. BASIC PRINCIPLES OF ISLAMIC FINANCE

Islamic finance is a form of finance based on Sharia, or Islamic law. Sharia itself, meaning "the path that leads to the source of water," is bound by moral goals and contains lessons of righteousness. (Danang Husen Sobana, 2017)

The principles of Islamic finance are based on Islamic law (the Quran and Hadith), which prioritizes justice, transparency, partnership (*ta'awun*), and the welfare of the community. Essentially, Islamic finance prohibits *riba* (interest), *gharar* (uncertainty), *maysir* (gambling), and illicit businesses, and mandates profit sharing (*mudharabah/musyarakah*) and buying and selling (*murabahah*).

The following are the main principles of Islamic finance:

1. Prohibition of interest (*riba*)

Riba literally means —excess and is interpreted as —an unjustified increase in capital in a loan or sale. More precisely, all positive and predetermined rates of return related to the term and principal amount of a loan (i.e., secured regardless of the performance of the investment) are considered *riba* and are prohibited. The practice of accepting *riba* is not permitted in Islamic law. Muslims are prohibited from taking *riba* of any kind. The prohibition on Muslims not to involve themselves in *riba* is sourced from various verses in the Quran and the hadith of the Prophet Muhammad (peace be upon him). This is explained in the Quran, Surah Ar-Rum, verse 39:

The translation: "And what you give usury (additional) so that people's wealth will increase, does not increase in the sight of Allah. And what you give in the form of *zakat*, which you intend to obtain Allah's pleasure, then those are the people who multiply (their reward)."

CHAPTER VIII

CASE STUDIES IN ISLAMIC BUSINESS

A. ISLAMIC BUSINESS ANALYSIS

1. Islamic Business Ethics

Islamic business ethics is an important foundation in business activities because it teaches people to run a business based on Islamic values. In Islam, business is not only about earning profit, but also about honesty, fairness, and responsibility. Every business activity should have a good purpose and give benefits to other people. Islamic teachings also prohibit practices such as *riba*, *gharar*, and fraud because they can harm society and create injustice. Therefore, Islamic business ethics is very important in building trust and creating a healthy business environment (Rahmawati et al., 2023).

In daily life, Muslims are taught to behave well not only in worship, but also in social and economic activities. These values are closely related to business because a person's attitude can influence the way they treat customers, workers, and business partners. A good business person should respect others, keep promises, and communicate honestly. Trust is very important in business relationships, and it can only grow when people act sincerely and responsibly.

Islamic business ethics is also based on guidance from the Qur'an and Hadith. These teachings encourage people to conduct business in a fair and transparent way. Islam does not allow business activities that contain deception, uncertainty, or exploitation. Because of that, Muslim business people are expected to prioritize justice and mutual benefit in every transaction. Profit is allowed in Islam, but it should not be achieved by harming others or ignoring ethical values.

The application of Islamic business ethics can be seen in simple activities in everyday life. For example, sellers should explain the real condition of their products and not hide any defects from customers. Fair pricing is also important so that both sellers and buyers feel satisfied. In

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Aceng Akhmad Munandar Alkafi Billah, M.M., M.Pd. meyakini bahwa pendidikan adalah investasi terbaik untuk membangun masa depan. Mengabdikan diri sebagai pendidik sejak 2011 hingga kini menjadi Dosen di Perguruan Tinggi, ia terus berkomitmen mengembangkan ilmu melalui pengajaran, penelitian, dan karya tulis. Prinsip hidupnya sederhana: “Persiapkan segala kemungkinan, karena hidup ini penuh dengan segala ketidakpastian.”



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