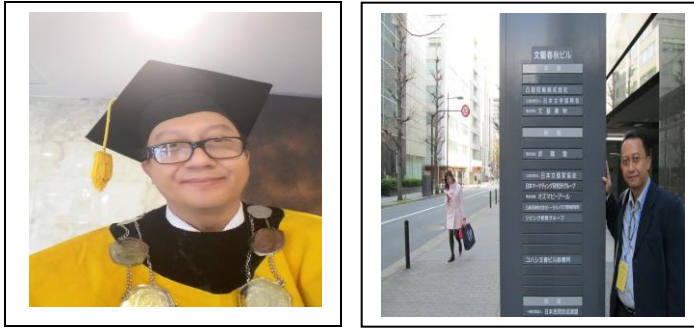


Cv



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AMS(ACADEMY OF MARKETING SCIENCE) - MEMBERS ID: 50672345)- IMARC.ID: 20150122- ID
ercicrssh 1804140- member of Social science & Humanities Research Association (SSHRA).

Assoc. Professor (Head Lector) of Marketing Management, Business research, & Advance Biostatistics,
Department of Postgraduate, Faculty of Economics and Business

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Diponegoro Street, 74, Central Jakarta, INDONESIA

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Employment History:

2021-present	Reviewer- International Journal UK, index Scopus Q1 .
2019-present	Reviewer Athens Journal of Business & Economics
2018-present	The HEAD OF MAGISTER MANAGEMENT Departement, FEB UPI YAI
2018-present	Membership ID ercicrssh 1804140- member of Social science & Humanities Research Association (SSHRA). Since 28 September 2018.
2018	Reviewer: the Conference of Advance Management and IT Services, Pertanika Journal, BINUS, JKT, INA
2017-2018	Members of AMS (ACADEMY of MARKETING SCIENCE, 4 October 2017- 4 October 2018) Id. Members: 50672345)
2016	Assistant Doctoral Program of head of Department Postgraduate Faculty of Economics, Persada Indonesia University. JKT INA.
2016-present	Members Indonesian Marketing Academy- IMARC- 20150122
2016-present	Independent Trainer for LISREL and MULTIVARIATE ANALYSIS
2010-present	Founder of Susilo & Ivy Independent Group, JKT INA.
2014	Academic Consultant of Postgraduate program University of President, Cikarang West Java
2013-2015	Vice Dean Faculty of Economic, University of Persada Indonesia Y.A.I, Central Jakarta
2013-2016	Extra ordinary Examination Lecturer of Doctoral Program Environmental Science University of Indonesia , Central Jakarta
2015.5- present	ITALY-ROME- Reviewer for the International Journal MJSS, Rome, Italy
2015.4	INA- ROME- ITALY- Reviewer and Scientific Committee for the International Conference UMB, Jakarta

2014.11	INA- MALAY- Reviewer and Scientific Committee for the International Conference on Science, Engineering, Built Environment and Social Science 2014 (ICESEBS 2014)
2014	SOUTH KOREA- International Judge in Symposium South Korea.
2013- 2014	Vice Head of Research Center University of Mercu Buana, Central Jakarta
2012	Researcher on BALITBANGDA KALTIM, Satellite City Development.
2011-2016	Extraordinary Lecturer University of Mercu Buana, Central Jakarta
2011-2015	Extraordinary Lecturer University of Pakuan Bogor, West Java.
2009-present	Extraordinary Lecturer STIK Sint Carolus Central Jakarta.
2008-2011	Exc. Director of PT Indosari Murni, East Jakarta
2006	BEIJING , Continuing professional development Architecture pilgrimage place Beijing.
2005-present	Associate Professor MARKETING of Postgraduate Faculty of Economic, The University of Persada Indonesia Y.A.I
2003-2007	Dean Faculty of Planning and Civil Engineering UPI Y.A.I Jakarta
1998-2002	Vice Dean Faculty of Planning and Civil Engineering UPI Y.A.I Jakarta
1996-1998	Exc. Director of PT Dayu Garis Persada, Central Jakarta
1993-1996	Head of Architecture Department, Faculty of Planning and Civil Engineering, University of Persada Indonesia Y.A.I
1993-1995	Technical Managers PT Arscripta Garis Persada, East Jakarta
1991-1993	Architect PT Wiratman and Asc. South Jakarta
1990-1991	Architect PT Pillar Abhimantra, South Jakarta
1988-1989	Architect, Hotel & Motel Purwokerto

SUBJECT on Doctoral and Magister Lecturer

1. **Multivariate Data Analysis.**
2. **Advance-Biostatistics for Nursing Science.**
3. **Method on Research in Advance Business**
4. **Marketing Management.**
5. **Entrepreneurships, Innovation and Creative-economics**
6. **The Principles of Biostatistics in Health Research**

Educational History:

2010	Dr	Postgraduate of Doctoral Program University of Persada Indonesia Y.A.I <i>(Doctoral Dissertation; "An Influence Service Marketing Mix and Service Quality on Institution Image and Implication to Students Activity, in Architecture Program Faculty of Engineering Private University in Jakarta")</i>
2000	MM	Magister of Management, University of Persada Indonesia Y.A.I <i>(M.M. Thesis; "An Influence Strategic Training Human Resources Development on Employee Work Quality Hotel of Menara Peninsula")</i>
1990	Ir	Bachelor's degree in Architecture Gadjah Mada University Yogyakarta, Indonesia <i>(Bachelor's thesis; " Development on Rehabilitation Unit RSJ Hospital in Magelang, Building Expression study with Psychological Thinking")</i>

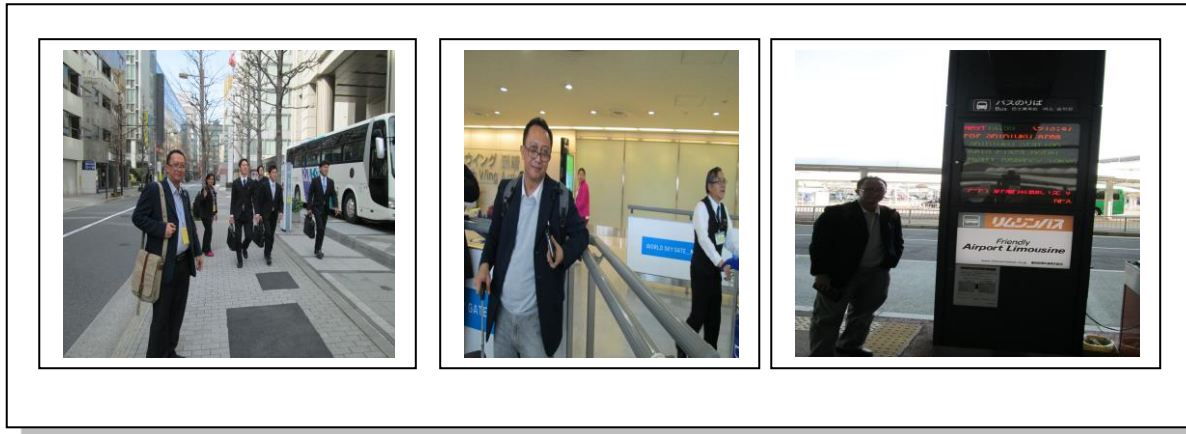
Honors and Awards:

- 2020.8 INA-JKT. 25 AUGUST 2020, Keynote Speaker: Applied to EndNote v.7, LPPM , UNIVERSITY OF PERSADA INDONESIA Y.A.I.
- 2020.8 INA-SEMARANG, 1 August, Participant Nasional web- SEMILOKA TEORI MANAJEMEN: Goal Setting Theory of Motivations (Edwin Locke and Garr F), Prof. AGF MANAGEMENT RESEARCH FORUM.
- 2020.7 INA-JKT. 10 July 2020, Keynote Speaker: Introduction to EndNote v.7, FEB , UNIVERSITY OF PERSADA INDONESIA Y.A.I.
- 2020.7 INA-JKT. 29 July 2020, Keynote Speaker: International book publismnt, LPPM , UNIVERSITY OF PERSADA INDONESIA Y.A.I.
- 2020.7 INA-SEMARANG, 18 July, Participant Nasional web- SEMILOKA TEORI MANAJEMEN: CONSUMER CULTURE THEORY- CCT (ERIC ARNOULD AND CRAIG J THOMSON), Prof. AGF MANAGEMENT RESEARCH FORUM.
- 2020.6 INA-SEMARANG, 27 Juni 2020, Participant Nasional web- SEMILOKA TEORI MANAJEMEN: SELF CONGRUENCE THEORY Prof. AGF MANAGEMENT RESEARCH FORUM.
- 2019.3 INA-JKT-NO.REG. 000135202. 18Februari2019. Book Copyright. The Tiltle: The International Marketing Research.
- 2019.3 INA-JKT-NO.REG.000137923. 19March2019. Book Copyright. The Tiltle: The Marketing of Services Business.
- 2019.1 INA-JKT-NO.REG.000131685. 15January2019. Book Copyright. The Tiltle: The Architectural Housing and Environmental of Glimmer Condition: An Applied analysis SPSS & LISREL on The Level of Communities at Rapid Area Jakarta City.
- 2018.11 INA-SEMARANG- Participant on 4 days Workshop, 24-27-11-2018: The Middle Range Theory applied in Marketing, Human Resources and Strategic research modeling.
- 2018.4 INA-SEMARANG- Participant on 2 days Workshop in UNDIP, Semarang about “INTERNATIONAL JOURNAL READING TECHNIQUE AND FINDING THE RESEARCH GAP AND DESIGNING THE SOLUTION IN BUSINESS RESEARCH”.
- 2016.11 INA-TANGERANG-BANTEN- SCIENTIFIC ORATION- at SEKOLAH TINGGI MANAJEMEN DAN ILMU KOMPUTERBINA SARANA GLOBAL: MENUJU *GLOBAL ENTREPRENEURSHIP* BERBASIS EKONOMI KREATIF & KEMAJUAN IT YANG DIDUKUNG *E-COMMERCE*
- 2016.3 INA-SEMARANG- Participant on 2 days Workshop in UNDIP, Semarang about Experimental Research Methods in Marketing Management.
- 2015.5 ITALY-ROME- Reviewer for the International Journal MJSS, Rome, Italy
- 2015.4 INA- ROME- ITALY- Reviewer and Scientific Committee for the International Conference UMB, Jakarta

2014.11	INA- MALAY- Reviewer and Scientific Committee for the International Conference on Science, Engineering, Built Environment and Social Science 2014 (ICESEBS 2014)
2014	SOUTH KOREA- International Judge in Symposium South Korea
2014.11	INA- Moderator International Seminar on Globalisation and Internalisation Toward the ASEAN Economic Community (AEC2015) UPI YAI, Jakarta Indonesia.
2012.5	INA-BANDUNG- Reciever and Participant for Writing of Reference Books from Ministri of Education and Culture, Bandung, Indonesia
2011	INA-JKT- Head of Redaction Journal of MENARA , No.2 Vol.9. 2011. ISSN 1411 -3651 University of PersadaIndonesia Y.A.I.
2010	INA- JKT- Head of Redaction Journal of MENARA , No.2 Vol.8. 2010. ISSN 1411 -3651 University of PersadaIndonesia Y.A.I.
2009	INA-JKT- Section A- Permit on Building Planning and Design Dinas Pengawasan dan Penertiban Bangunan DKI Jakarta
2006	BEIJING, TIONGKOK- Continuing professional development <u>Architecture pilgrimage place Beijing.</u>
2006	INA- BANDUNG- Mock-up housing construction Type 24+ for tsunami disaster in Aceh DPU RI
2004.9	INA-BALIP Participant on Writing on Social Community Villa ge, Director of Jenderal Pemberdayaan Sosial Indonesian Country
2004.7	INA- Design Competition on Pupet Musuem, Indonesian Institute of Architect.
2004.3	INA- Head of Organizing Committee National Workshop and Exhibition of Technology Design and Planning Typical Housing in Housing Developmnet in Indonesia
2001.4	INA- JKT- Training for Acreditation Instrumnet for University, Departement of Education
2000.5	INA- JKT- Strata III, IV and V- Professional Planning and Design Project in Multidicipline, Indonesian Institute of Architect.
1993.9	INA- JKT- Gathering KOPERTIS WIL. III Jakarta
1992.12	INA- JKT- Disimination City Planning Dinas Tata Bangunan dan Pemugaran dan PSAI
1988.6	INA- SEMARANG- Workshop on Change and Heritage in South East ASEAN Cities in University of Diponegoro.
1988	INA- SOLO- Service community in healthy housing, JUTA FT UGM desa Jajar Surakarta.

Funded Competitive Research:

Year	Organization and Role/Contribution
2015-2017	Ministry of Education RI (75,000,000 IDR) to the team: Transformation spatial- cultural of Canal and Model of Manage as flood handling in Jakarta City.
2013	Ministry of Education RI (47,500,000 IDR) to the team: Implementation adaptive used model to sustainable public open space for people in Jakarta Old City.
2012	Ministry of Education RI (47,500,000 IDR) to the team: An Influence participation, social- economics factor and housing typology to healty housing and implication to healthy environmental in Jakarta.
2000	KOPERTIS WIL-III- Jakarta Indonesia (1,000,000 IDR) to the team: The Conservation of Old Building in Jakarta that Biulding by Pay Attantion the Wet-Tropical Climate, Study Insight Effect Tropical Climate to Designing Heritage Building in jakarta.



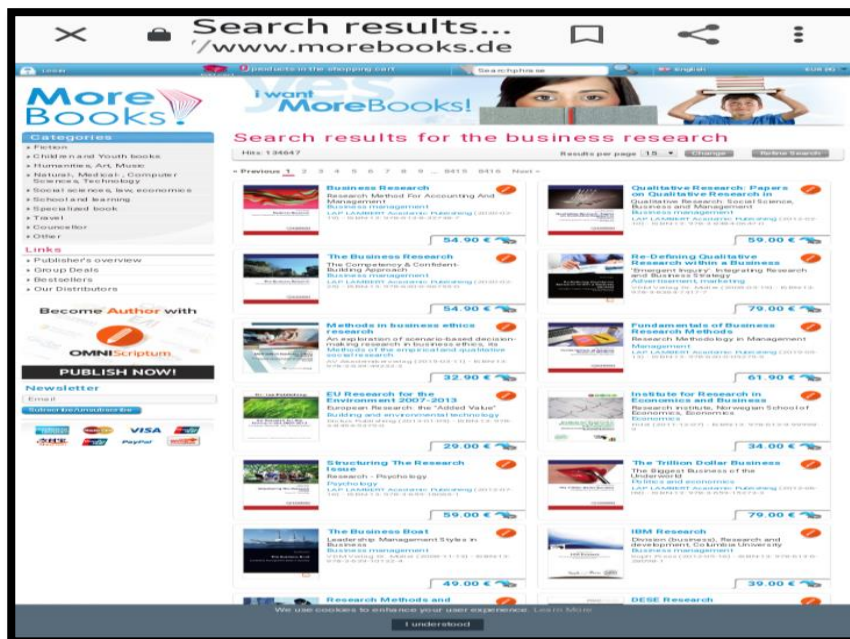
Other Funding Sources For Research:

Year	Funding Organization
2012	BALITBANGDA Samarinda City East Kalimantan (to the team) Research outcome: Aima, Havidz, Susilo, Wilhelmus Hary and Anggita, Citra (2012): Final Report Feseability Study, District Samarinda Seberang, Loa Jana Iir and Palaran Become new Satelitte City, 69 pages.
2012	(Private Founding) Research outcome: Susilo, Wilhelmus Hary (2012): Final Report The Potential of Beautiful Scenery Batang Hari River in Jambi Province, An Idea Megastructure Housing Stilt House Building, 14 pages.
2012	BALITBANGDA Jambi Province (to the team) Research outcome: Aima, Havidz, Susilo, Wilhelmus Hary and et.al (2012): Final Report Evaluation and Effectivity for Founding and Employee Performance in Jambi Provinve.
2012	(Private Founding) Research Outcome: Susilo, Wilhelmus Hary (2012): Final Report The successful on Service Business from the perspective: Customer oriented and Building Character to Level of Competitives Advantage in Higher Education Institution Postgraduate Prive University in Jakarta, 52 pages.
2011	(Private Founding) Research outcome: Susilo, Wilhelmus Hary (2012): Final Report The Correlation Between Modern Housing Prototypes Applied With Succesful Elements Waterfronts Project in Jakarta, , 24 pages.
2011	(Private Founding) Research outcome: Susilo, Wilhelmus Hary (2012): Final Report , 14 pages.

Publications: Books (23)

Susilo, Wilhelmus Hary, (2020)(023): Business Research Methods: (Applied within Market – Based Management Approach), First Edition, IN MEDIA Publishing, INDONESIA, ISBN: 978- 623- 7218- 30- 2

Susilo, Wilhelmus Hary, (2020)(022): The Business Research: The Competency &Confident- Building Approach, LAMBERT, Academic Publishing, ISBN: 978-620-0-56755-0



Susilo, Wilhelmus Hary, (2017)(021): INTERNATIONAL MARKETING RESEARCH, IN MEDIA publisher, Jakarta. In Indonesian.

- Susilo, Wilhelmus Hary**, Kusumaningsih, Chatarina Indriati, and Sr M Xaveriani, F.Ch,(2015)(020): Quantitative Research on Nursing Sciences, Data Analysis Approach With Structural Equation Modeling, Confirmatory Model Strategy for Un Observed Variables, Trans Info Media publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, Purwanto, Wawan and Wiratih, Hernawati, (2015)(019): Entrepreneurship & Bisnis Opportunity, Develop for competitive and inspirative business plan, IN MEDIA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, and Aima, Havids,(2014)(018): Advance of Biostatistics and Research Application on Nursing Science Analysis with Conduct Comparing Test, Multiple Linear Regression and Logistic Regression Applied SPSS Program, Trans Info Media publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, Kusumaningsih, Chatarina Indriati, Aima, Havids and Hutajulu, Johansen,(2014)(017): Qualitative Research & Research Application in Nursing Science, Data Analysis Approach with Fenomenology, Colaizzi Method and N Vivo Software, Trans Info Media publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary** and Wiratih, Hernawati, (2014)(016): Theory and Research Application in Human Resources, Understanding and Conducting mixed Method and Its Application with SPSS & LISREL, IN MEDIA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary** and Yulius, Yudi (2013)(015): Marketing for Business of Service, Role of customer orientation, building character to institutions competitive, Theory and Application SPSS & LISREL in Marketing Research), IN MEDIA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, Wiratih, Hernawati, and Sujatini, Siti(2013)(014): Feasibility Research Management Satellite City and Its Application with SPSS & LISREL on Analysis of Variables in Sustainable Satellite City, MEDIA BANGSA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, Sujatini, Siti and Winardi,(2013)(013): Housing Condition, Architecture and Environmental and Its Application with SPSS & LISREL on level of community in Slum Housing Jakarta City, MEDIA BANGSA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, and Aima, Havids,(2013)(012): Principles of Biostatistics and SPSS Application on Nursing Science, IN MEDIA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**,(2013)(011): Measurement Scale and Research Instrument, SPSS Application on Nursing Science Research, IN MEDIA publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**,(2013)(010): Research in Nursing Science, Understanding and Used Quantitative Method and Application with SPSS and LISREL, TIM publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, and Limakrisna, Nandan,(2012)(09): Developing Research questionnaire in Nursing Research, Trans Info Media publisher, Jakarta. In Indonesian.
- Limakrisna, Nandan and **Susilo, Wilhelmus Hary**,(2012)(08): Marketing Management, Theory and Applied in Business, Mitra Wacana Media publisher, Jakarta. In Indonesian.
- Susilo, Wilhelmus Hary**, (2012)(07): New interpretation and Social, Culture and Economic Value in District, Vernacular Architecture in INDONESIA, MEDIA BANGSA publisher, Jakarta. In Indonesian
- Susilo, Wilhelmus Hary**, *et al*,(2012)(06): Increase Human Resources Aparatur Jambi Province with Distribution of Founding, Badan Penelitian dan Pengembangan Daerah publisher, Jakarta. In Indonesian.

D Surip, Ngadino and **Susilo, Wilhelmus Hary**, (2012)(05): Marketing Research, Applied with SPSS and LISREL in Research of Service Marketing, Mitra Wacana Media publisher, Jakarta. In Indonesian.

Susilo, Wilhelmus Hary, and Limakrisna, Nandan, (2012)(04): Advance Biostatistics Applied with SPSS and LISREL in Nursing Science, Trans Info Media publisher, Jakarta. In Indonesian.

Susilo, Wilhelmus Hary, and Limakrisna, Nandan, (2011)(03): Statistics and Application for Nursing Science Research, Trans Info Media publisher, Jakarta. In Indonesian.

Susilo, Wilhelmus Hary, and Winardi (2010)(02): Study on District and Architecture, Vernacular Architecture west coast Sumatra, Indonesia, www.nulisbuku.com publisher, Jakarta. In Indonesian.

Susilo, Wilhelmus Hary, and Winardi (2010) (01): Design and Planning Campus Building in Urban Area, www.nulisbuku.com publisher, Jakarta. In Indonesian.

Articles: (31 Int. Journal)

Refereed

INDIA (33), 2021, The Task- Employee Performance in Multinational Firms: Insight of the Upper Echelons Theory. Int J Recent Sci Res. 12(01), pp. 40493-40501. DOI: <http://dx.doi.org/10.24327/ijrsr.2021.1201.5706>

INDIA (32), 2021, The Achievement of Task- Employee Performance in the Private Bank: an evolved Goal- Setting Theory of Motivation. Int J Recent Sci Res. 12(01), pp. 40486-40492. DOI: <http://dx.doi.org/10.24327/ijrsr.2021.1201.5707>

ESPANA- ELSEVIER (31), 2020, The effect of progressive muscle relaxation on anxiety and blood pressure among hypertension patients in east Kalimantan, Indonesia, Efermeria Clinica, 30 (S7): 121- 125, <https://doi.org/10.1016/j.enfcli.2020.07.025>. (**Indexed by Scopus**)

ESPANA- ELSEVIER (30), 2020, Improving self-efficacy and life activities of arthritis patients : A quasi-experiment study, Efermeria Clinica, 30 (S7): 30- 33, <https://doi.org/10.1016/j.enfcli.2020.07.006>. (**Indexed by Scopus**)

INDIA (29), 2020, The good Organizational Culture as Internal Factors in Public Hospitals in Jakarta: Insight within the Stakeholder Theory, International Journal of Recent scientific Research, vol. 11, issue, 07(A), pp 3915- 39110, July 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR- DOI: <http://dx.doi.org/10.24327/ijrsr/2020.11057.5442>.

INDIA (28), 2020, The Organizational Performance in the Budget Hotel: Insight within an Employee on job Accented, International Journal of Recent scientific Research, vol. 11, issue, 07(A), pp 39085- 39089, Juli 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR- DOI: <http://dx.doi.org/10.24327/ijrsr/2020.1107.5438>.

INDIA (27), 2020, The Attempt to Superior Competitive Advantage that Conducted within the Newest Advance Technology: Insight the Fin-Tech to Private Banking in Jakarta, International Journal of Recent scientific Research, vol. 11, issue, 02(F), pp 38540- 38545, May 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR- DOI: <http://dx.doi.org/10.24327/ijrsr/2020.1105.5332>.

INDIA (26), 2020, An Improve to an Accounting Lecture' Performance: Insight the Signalling Theory and The Stakeholder Theory, International Journal of Recent scientific Research, vol. 11, issue, 05(B), pp 38432-38438, May, 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR- DOI: <http://dx.doi.org/10.24327/ijrsr/2020.1105.5311>.

INDIA (25), 2020. The Predict of the Stock Return on the Commercial Banks: Insight the Signaling Theory Perspective, International Journal of Recent scientific Research, vol. 11, issue, 02(F), pp 37639-37646, February, 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR- DOI: <http://dx.doi.org/10.24327/ijrsr/2020.1102.5149>.

INDIA (24), 2020. The Distinctive of H E Vision: Insight Market- based Management research Reveals the Institutional Theory , International Journal of Recent scientific Research, vol.11, issue,01(F), pp 37092-37099, January, 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR- DOI: <http://dx.doi.org/10.24327/ijrsr/2020.1101.5053>.

TURKEY (23), 2020. An Increased on Firm Value: Insight in State Owned Enterprises that Listed on Indonesia Stock Exchange 2013- 2018, International Journal of Economic and Financial Issues, 2020,10(2), 143- 147, Feb 2020, ISSN: 2146-4138, DOI: <https://doi.org/10.32479/ijefi.9219>. (**Indexed by Scopus**)

INDIA (22), 2020. The Factors of Digital Transformations Lead to Digital Marketing and Customer Value that Impacted for Market Positions and its Implications the Financial Performance in Manufactory Corporations - LG 45, International Journal of Recent scientific Research, vol.11, issue,01(D), pp 36955-36958, January, 2020, ISSN: 0976-3031, DOI: 10.24327/IJRSR.

INDIA (21), December 2019. The Pursue of the Companies Value: Insight in entire Firms that Listed on the Indonesia Stock Exchange 2010- 2018, International Journal of Recent scientific Research, vol.10, issue,12(F), pp 36677- 36683, December, 2019, ISSN: 0976-3031. DOI: 10.24327/IJRSR

PAKISTAN (20), 2019. The Distinctive- Organizational Performance in the private- Water Treatment Firms: The Conducted within Employee on Job Satisfaction, Noble International Journal of Social Science Research, vol.03, no.09, pp 118-124, 2019, ISSN (e): 2520-4521, ISSN (p): 2522-6606.

INDIA (19), 2019. The Pursue of Human Resources- Comparative Performance within Source of Employee Value in National Constructions-Firms, International Journal of Recent scientific Research, vol.10, issue,10(E), pp 35490-35494, October, 2019, ISSN: 0976-3031,

INDIA (18), 2019. The Role of Good Corporate Governance to Attempt the Effectively Strategic-Planning and also Increase the Financial Performance: Insight the R-A Theory in Emerging Market Positions, International Journal of Recent scientific Research, vol.10, issue,09(E), pp 34807-34810, September, 2019, ISSN: 0976-3031,

TURKEY (17), 2019. The Pursuit for Brand usage Intent: Insight in Higher Education Which Used the Compatible Computer, International Review of Management and Marketing, 2019,9(5), pp 125-132, April 2019, ISSN: 2146-4405. (**Indexed by Scopus**)

PAKISTAN (16), 2019. The Development Higher Education Vision Conducted with Market- Based Management Research for the Global Competitions, Noble International Journal of Social Science Research, vol.04, no.09, pp 129-137, 2019, ISSN (e): 2519-9722, ISSN (p): 2522-6789.

INDIA (15), 2019. The Role of Best- Value Cost Leadership for Pursue Market Positions and Superior Financial Performance, International Journal of Recent scientific Research, vol.10, issue,08(B), pp 34109-34112, August, 2019, ISSN: 0976-3031,

INDIA (14), 2019. An attempt to the Market positions: Insight the Private Higher Education in Jakarta, International Journal of Recent scientific Research, vol.10, issue,07(H), pp 33827-33838, July, 2019, ISSN: 0976-3031,

INDIA (13), 2019. The Societal Resources and Institutions: An Encounter Heterogeneous Demand, Consumer Information and Human Motivation for Increasing the Purchases, International Journal of Recent scientific Research, vol.10, issue,04(G), pp 32077-32082, April 2019, ISSN: 0976-3031,

USA (12), 2019. The Competitive Advantage: Insights from Higher Education, journal of Global Research & Development Services, <http://grdspublishing.org/>

INA- INTERNATIONAL CONFERENCE, Effectiveness of Strengthening Exercise for Muscle Strength Change in Stroke Patient in Dr Soedarso Hospital, Pontianak, 2017.

Helsinki- (11). Hybrid Model of Increasing Consumers Activities on Private Universities at Jakarta, EUROPEAN JOURNAL OF MULTIDICIPLINARY STUDIES, JAN-APR 2017, VOL.4, Nr.4, ISSN 2414-8485 (Online), ISSN 2414-8377 (Print).

Helsinki - (10)- (CS)- 11th International Conference on Social Sciences -20-21 January 2017, Aalto University - Helsinki Hybrid Model of Increasing Consumers Activities on Private Universities at Jakarta- VIRTUAL.EUSER EUROPEAN CENTER FOR SCIENCE EDUCATION AND RESEARCH

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Proceedings – Aalto University

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Helsinki, 20-21 January 2017

Volume II

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In cooperation,

EUSER, European Center for Science Education and Research

MCSER, Mediterranean Center for Social and Educational Research

USEARCH, European Research and Publishing

INA-JKT – Wilhelmus Hary Susilo, (2016): Daya Saing Unggul Institusi PASCASARJANA PTS di Jakarta: Analisis Fokus pada Konsumen dan Korelasi Dimensi yang Superior, BUSINESS MANAGEMENT JOURNAL, Vol.12 No.1. Edisi Maret 2016, ISSN 1907-0896. UNIVERSITAS BUNDA MULIA.

POLAND(8)- LITHUANIA- Wilhelmus Hary Susilo, (2016): THE ROLE OF ENTREPRENEURSHIP COURSE TO GENERATE FUTURE ENTREPRENEURS (STUDENTS IN MASTER MANAGEMENT PROGRAM, MERCU BUANA UNIVERSITY JAKARTA), Actual Problems of Economics, Kyiv, Ukraine/Journal of International Studies, Poland-Lithuania/Journal of Islamic Financial Studies.

TURKEY(7)- Susilo, Wilhelmus Hary(2016):An Impact of Behavioral Segmentation to Increase Consumer Loyalty: Empirical Study In Higher Education Of Postgraduate Institutions At Jakarta ,Proceedings of the 5th International Conference on Leadership, Technology, Innovation and Business Management 2015 (ICLTIBM-2015) published on-line by Elsevier in “**Procedia Social and Behavioral Sciences**” publication, which is **indexed in the Science Direct Database. Journal – Elsevier- Procedia - Social and Behavioral Sciences (2016) pp. 183-195. Vol/issue.229.SBSPRO28049. DOI Information. 10.1016/j.sbspro.2016.07.128**

India(6)- Susilo, Wilhelmus Hary (2015):Model of an Influence Communitization Marketing 3.0 and Behaviour Segmentation on Increase Consumer Value for Higher Education Institution Private University in Jakarta, International Journal of Applied Business and Economic Research, Vol.13. no:6 (2015) issue. (Scopus Index Journal and JEL Index).

INDIA(5)- Susilo, Wilhelmus Hary (2015):Economic Growth and social Factors on Satellite City in Samarinda City East Kalimantan, International Journal of Applied Business and Economic Research, Vol.13. no:7 (2015). (Scopus Index Journal and JEL Index).

Turkey(4)- Susilo, Wilhelmus Hary (2015): Analysis Hybrid Model: An Influencing Marketing 3.0 to Purchasing on Post Graduate Program Institution in Jakarta, International of Economics and Financial Issues, 2015, 5 (special Issue) 165-171.(Indexed by Scopus)

SWISS(3)- Susilo, Wilhelmus Hary (2015): Opportunity for New Entrepreneurial Ventures from Sustainable Public Open Space Adaptive Used Implementation (Case Study: Taman Fatahillah, Jakarta Old City), Applied Mechanics and Material Vol. 747 (2015) pp.44-47.(Scopus Indexed)

ITALY(2)- Susilo, Wilhelmus Hary et al (2015): Role of Communitization Marketing 3.0 on Purchasing in Higher Education of Postgraduate Institution in Jakarta, Mediterranean Journal of Social Science, Vol.6 No.2. pp.125-132.(Indexed Scopus 2014).

- INA-Susilo, Wilhelmus Hary** , (2015): Daya Saing Unggul Melalui Loyalitas dan Marketing 3.0 serta Dimensi Inovasi pada Program Pascasarjana di Jakarta, Jurnal KINERJA, Bisnis dan Ekonomi, Vol.19. No 1 . Maret Th2015. ISSN 0853-6672.
- INDIA(1)- Susilo, Wilhelmus Hary** (2014): An Entrepreneurial Mindset and Factor' Effect on Entrepreneur's Spirit in Indonesian, The SIJ Transactions on Industrial, Financial & Business Management (IFBM), Vol. 2, No.4, pp.227-232.
- INA- Susilo, Wilhelmus Hary** (2014): Factors Related with Level of Useful Founding Reciever and Increase Performance of Human Resources in Jambi Indonesia, Journal Economic & Business, Vol. XVII, No.2, pp.1-21.
- INA- Susilo, Wilhelmus Hary** (2014): Budaya Masyarakat dalam Membangun Rumah Vernakular di Pesisir Pantai, Studi di Padang Sumatera Barat, Jurnal Masyarakat Kebudayaan dan Politik, Vol.27. No.1 Tahun 2014.
- INA-Sujatini, Siti and Susilo, Wilhelmus Hary** (2012): Increasing Community Participation for Making Healty Housing and Environment in Paseban District Central Jakarta, Proceeding SNa PP 2012: Social, Economic and Humaniora, ISSN 2089-3590 Vol.3, No.1, Th.2012
- INA- Susilo, Wilhelmus Hary** and Winardi (2011): Management of Planning and Monitoring Building, Application on Urban Campuss Building, Journal of MENARA, Vol. 9, No.2, pp.63-79.
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International Academic Conference Presentation:

- SIN- (11) INTERNATIONAL CONCERENCE**, The Competitive Advantage: Insights in Higher Education, NUSS, Singapore, 13- 14 November 2018
- INA- (10)INTERNATIONAL CONFERENCE**, Effectiveness of Strengthening Exercise for Muscle Strength Change in Stroke Patient in Dr Soedarso Hospital, Pontianak, **Mercure Hotel, Pontianak, 23- 25 November 2017.**
- Helsinki - (9)- (CS)- 11th International Conference on Social Sciences -20-21 January 2017, Aalto University - Helsinki** Hybrid Model of Increasing Consumers Activities on Private Universities at Jakarta- **VIRTUAL.EUSER EUROPEAN CENTER FOR SCIENCE EDUCATION AND RESEARCH**

Published 2017
 Proceedings – Aalto University
 11th International Conference on Social Sciences
 Helsinki, 20-21 January 2017
Volume II
ISBN 9786069318591

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INA-BALI(5) Susilo, Wilhelmus Hary (2014): Opportunity for New Entrepreneurial Ventures from Sustainable Public Open Space Adaptive Used Implementation, Case Study: Fatahillah Garden Jakarta Old City, in International Conference on Science, Engineering , and Build Environment (ICSEBS 2014), “Redefining Your Green Approaches in Research, Design and Project”, Bali, Inonesia.

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INA-JKT (3) Susilo, Wilhelmus Hary (2014): An Impact of Economical Growth and Social Factors on Satellite City in Samarinda City East Kalimantan in the International Seminar on “Globalisation and Internationalisation Toward The ASEAN Economic Community (AEC2015): Opportunity or Threat to Inonesia?, Jakarta, Indonesia.

INA-MAKASAR-(2) Susilo, Wilhelmus Hary (2013): The Potential Beauty of the Batang Hari River in Jambi Province , An Idea for a Stilt House Building of Mega Structure, in the International Conference on Climate Change and Local Wisdom, Living in Harmony Within our Build Environment, Makasar, Indonesia.

INA-BALI-(1) Susilo, Wilhelmus Hary (2013): Feasibility Study of Samarinda Seberang, Loa Janan Ilir and palaran as Satellite City ,In International Seminar “BUSINESS, MANAGEMENT & ENVIRONMENT: A COMPREHENSIVE STUDY IN ASIAN ECONOMY”, Bali, Indonesia.

National Academic Conference Presentations:

Susilo, Wilhelmus Hary (2014): Hybrid Model Effect of Model Marketing 3.0 to Competitiveness Advantages in Institutions Pastgraduate Program in Jakarta. National Conference Management Research VIII, PPM “Inovation base on Local Policy”, Bali, Indonesia.

Susilo, Wilhelmus Hary (2014): Analysis of Multivariate Data, An Apllied Linear Multiple Regression on Reseach of Management Science, Medan, North Sumatra.

Susilo, Wilhelmus Hary (2012): An Effect Participation, Social Economics Factor and Housing Typologi to Growing Sipmle Housing and Implication to Healthy Environment in Jakarta , in National Seminar CITIES, “Urban

Challance for the Future from Multiple Dimention, Economic, Social, Environment and Institution, PWK ITS, Surabaya, Indonesia.

Susilo, Wilhelmus Hary (2012): The Succesful Business in Service from Perpective: Customer Orientation, Building Character Institutions to Level of Competitives Higher Education, Postgraduate, Private Universiti in Jakarta,, National Conference Management Research VI, PPM, “Toward Economic Community ASEAN 2015: Increase Domestic Competitive Advantages”, Jakarta, Indonesia.

Susilo, Wilhelmus Hary (2012): Increase of Participation of Community towar Healty Housing and Environment in Paseban District, Central Jakarta, in National Seminar Research and Community Services 2012 “Applied outcome of Research and Community Services to Acseleation Sustainable Development in Indonesia”, Bandung, Indonesia.

Susilo, Wilhelmus Hary (2011): Superior Service Quality and Institution Image as The Rocket, National Conference Management Research V, “Toward Economic Community ASEAN 2015: Increase Domestic Competitive Advantages”, Menado, Indonesia.

Susilo, Wilhelmus Hary (2011): Healthy Housing and Environment , in National Seminar Research and Community Services 2011 “Applied outcome of Research and Community Services to Development in Indonesia”, Bandung, Indonesia.

Susilo, Wilhelmus Hary (2011): Research Method, in National Lecturer Research Proposal Seminar , Jakarta, Indonesia.

Susilo, Wilhelmus Hary (2001): Design Method , in Seminar FTSP UPI YAI, Jakarta, Indonesia.

Susilo, Wilhelmus Hary (2000): Learning Strategic in Architecture Planning and Design Subject , in Seminar FTSP UPI YAI, Jakarta, Indonesia.

Susilo, Wilhelmus Hary (1999): Planning and Design Mosque Architecture , in Seminar FTSP UPI YAI, Jakarta, Indonesia.

Susilo, Wilhelmus Hary (1999): Basic Training Training and Leadership, in Seminar FTSP UPI YAI, Jakarta, Indonesia.

KEY- NOTE SPEAKER THE ACADEMIC ORATIONS & PRESENTER OF INTERNATIONAL SCIENTIFIC- WORKSHOP

2016.11 INA-TANGERANG-BANTEN- SCIENTIFIC ORATION- at SEKOLAH TINGGI MANAJEMEN DAN ILMU KOMPUTER BINA SARANA GLOBAL: MENUJU *GLOBAL ENTREPRENEURSHIP* BERBASIS EKONOMI KREATIF & KEMAJUAN IT YANG DIDUKUNG *E-COMMERCE*

2020.05. HIROSHIMA, JAPAN, THE BIOSTATISTICS: MULTIVARIATE DATA ANALYSIS.



2020.05. PALEMBANG, MANADO, JAKARTA, BEKASI, THE MULTIVARIATE DATA ANALYSIS AND APLICATION FOR THE SCIENTIFIC RESEARCH.



INTERNATIONAL PILOT-SURVEY

- | | |
|----------|------------------------|
| 2007.06 | BEIJING, CHINNA |
| 2014.04 | TOKYO, JAPAN |
| 2014.04 | SEOUL, SOUTH KOREA |
| 2015.07 | JOHOR BAHRU, SINGAPORE |
| 2018.04 | NUS- NUSS, SINGAPORE |
| 2019.010 | NUS, SINGAPORE |
| 2020.03. | BANGKOK, THAILAND |
| 2020.04 | HANOI, VIETNAM |



NATIONAL WORKSHOP AS INSTRUCTORS:

PROGRAM SKPI MM FEB UPI Y.A.I 2019
 EXPERIENTIAL & EXPERTISE LEARNING MM CLUB LABORATORY
 Jakarta, Sabtu 27 April 2019, Ruang Diskusi MM FEB UPI YAI Lt3,
 Jam 13- 14.00. Free of Charge.

PERAN PEMIMPIN DALAM PROSES BERUBAH.
 Compared to transformational leadership, research on managerial practice- BY Dr Wilhelmus Hary Susilo

PROGRAM SKPI MM FEB UPI Y.A.I 2019
 EXPERIENTIAL & EXPERTISE LEARNING MM CLUB LABORATORY
 Jakarta, Sabtu 4 Mei 2019, Ruang Diskusi MM FEB UPI YAI Lt3,
 Jam 13- 14.00. Free of Charge.

KONSEP DAN APLIKASI SEM- LISREL MODEL HYBRID
 2019
 By
 Dr. WILHELMUS HARY SUSILO

PROGRAM SKPI MM FEB UPI Y.A.I 2019
 EXPERIENTIAL & EXPERTISE LEARNING MM CLUB LABORATORY
 Jakarta, Sabtu 11 Mei 2019, Ruang Diskusi MM FEB UPI YAI Lt3,
 Jam 13- 14.00. Free of Charge.

PEMASARAN INTERNASIONAL- THE GLOBAL INFORMATION
 Dr. Wilhelmus Hary Susilo, MM, IAI
 FEB-INDONESIA, 2019

PROGRAM SKPI MM FEB UPI Y.A.I 2019
EXPERIENTAL & EXPERTISE LEARNING MM CLUB LABORATORY
Jakarta, Sabtu, 18 Mei 2019, Ruang Diskusi MM FEB UPI YAI L13,
Jam 13- 14.00. Free of Charge.

**RISET EKSPERIMENTAL DALAM
PENELITIAN PEMASARAN**

• **MATERI IMARC - ADAPTASI**
oleh Dr Wilhelmus HS

