




## Presentasi dan Negosiasi Bisnis (2 SKS)

| TATAP MUKA KE | HARI/TANGGAL      | MULAI | SELESAI | RUANG | STATUS  | REALISASI MATERI                                                                                                                       | KEHADIRAN MAHASISWA | PENGAJAR                | TANDA TANGAN |
|---------------|-------------------|-------|---------|-------|---------|----------------------------------------------------------------------------------------------------------------------------------------|---------------------|-------------------------|--------------|
| 01            | RABU / 21-09-2022 | 17:50 | 19:30   | C505  | Selesai | pengantar Presentasi dan Negosiasi Bisnis<br><br>DG4108_01_162223.pptx                                                                 | (16 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 02            | RABU / 28-09-2022 | 17:50 | 19:30   | C505  | Selesai | pentingnya personal value<br><br>108_20220928095036_Presentasi _ negosiasi bisnis-2.pptx                                               | (16 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 03            | RABU / 05-10-2022 | 17:50 | 19:30   | C505  | Selesai | strategi negosiasi<br><br>108_20221005094825_Presentasi _ negosiasi bisnis-3.pptx                                                      | (15 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 04            | RABU / 12-10-2022 | 17:50 | 19:30   | C505  | Selesai | Power dalam negosiasi<br><br>108_20221012053924_Mengapa Kekuatan dalam negosiasi Itu Penting.pptx                                      | (17 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 05            | RABU / 24-10-2022 | 17:50 | 19:30   | C505  | Selesai | DG4108_05_100823.pptx                                                                                                                  | (11 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 06            | RABU / 26-10-2022 | 17:50 | 19:30   | C505  | Selesai | Empat Belas Perilaku yang Membuat Perbedaan dalam negosiasi<br><br>108_20221026064525_Empat Belas Perilaku yang Membuat Perbedaan.pptx | (11 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 07            | RABU / 02-11-2022 | 17:50 | 19:30   | C505  | Selesai | pengaruh Emosi pada negosiasi<br><br>108_20221102071908_PENGARUH EMOSI MANUSIA TERHADAP NEGOSIASI-7.pptx                               | (12 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 08            | RABU / 23-11-2022 | 17:50 | 19:30   | C505  | Selesai | taktik dan nilai dalam negosiasi<br><br>108_20221123064433_Taktik dan Nilai dalam negosiasi.pptx-8.pptx                                | (9 / 17)            | DR. SUSI YUNARTI., M.SI |              |















| TATAP MUKA KE | HARI/TANGGAL      | MULAI | SELESAI | RUANG | STATUS  | REALISASI MATERI                                                                                                                                                                                                                                                                                        | KEHADIRAN MAHASISWA | PENGAJAR                | TANDA TANGAN |
|---------------|-------------------|-------|---------|-------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|-------------------------|--------------|
| 09            | RABU / 30-11-2022 | 17:50 | 19:30   | C505  | Selesai | <p>buatlah review chapter 9 : Planning and Preparation that Helps You to Build Value</p> <p>108_20221130054356_The Negotiation Book Your Definitive Guide to Successful Negotiating ( PDFDrive ).pdf</p> <p>tugas review dikumpulkan hari ini</p>                                                       | (9 / 17)            | DR. SUSI YUNARTI., M.SI |              |
| 10            | RABU / 07-12-2022 | 17:50 | 19:30   | C505  | Selesai | <p>mengapa harus menjadi negosiator yang win-win solution</p> <p>108_20221207055227_Why you need to be a win.docx-10.pdf</p>                                                                                                                                                                            | (8 / 17)            | DR. SUSI YUNARTI., M.SI |              |
| 11            | RABU / 14-12-2022 | 17:50 | 19:30   | C505  | Selesai | <p>LIMA GAYA NEGOSIASI</p> <p>108_20221214054052_LIMA GAYA NEGOSIASI.pdf</p>                                                                                                                                                                                                                            | (8 / 17)            | DR. SUSI YUNARTI., M.SI |              |
| 12            | RABU / 21-12-2022 | 17:50 | 19:30   | C505  | Selesai | <p>POSISI, KEPENTINGAN, KEUNTUNGAN DALAM NEGOSIASI</p> <p>108_20221221053808_POSISI, KEPENTINGAN , KEUNTUNGAN DALAM NEGOSIASI.pdf</p>                                                                                                                                                                   | (10 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 13            | RABU / 04-01-2023 | 17:50 | 19:30   | C505  | Selesai | <p>negotiating power &amp; developing plan B</p> <p>108_20230104072121_NEGOTIATING POWER _ DEVELOPING PLAN B.pptx</p> <p>jika anda pemilik sebuah produk yang sedang mengembangkan brand , buatlah sebuah rencana alternatif dan presentasikan kekuatan apa yang anda miliki untuk negosiasi bisnis</p> | (10 / 17)           | DR. SUSI YUNARTI., M.SI |              |
| 14            | RABU / 11-01-2023 | 17:50 | 19:30   | C505  | Selesai | <p>Pentingnya menjaga hubungan dalam negosiasi</p> <p>108_20230111064040_pertemuan 15.pdf</p>                                                                                                                                                                                                           | (11 / 17)           | DR. SUSI YUNARTI., M.SI |              |

**DR. SUSI YUNARTI., M.SI**  
**Presentasi dan Negosiasi Bisnis (2 SKS)**

| No | Mahasiswa                                                  | Foto                                                                                | 1          | 2          | 3          | 4          | 5          | 6          | 7          | 8   | 9          | 10         | 11         | 12         | 13         | 14         | 15         | 16  |
|----|------------------------------------------------------------|-------------------------------------------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|-----|------------|------------|------------|------------|------------|------------|------------|-----|
|    |                                                            |                                                                                     | 2022-09-21 | 2022-09-28 | 2022-10-05 | 2022-10-12 | 2022-10-24 | 2022-10-26 | 2022-11-02 | UTS | 2022-11-23 | 2022-11-30 | 2022-12-07 | 2022-12-14 | 2022-12-21 | 2023-01-04 | 2023-01-11 | UAS |
| 1  | 1954190001<br>RAID BINTANG<br>(Malam)                      |    | Alfa       | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     |
| 2  | 1954190006<br>LUCY THERESIA<br>TATSUO (Malam)              |    | Hadir      | Hadir      | Hadir      | Alfa       | Hadir      | Hadir      | Hadir      |     | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     |
| 3  | 1954190008<br>PUTRI SHOLEHAH<br>(Malam)                    |    | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     |
| 4  | 1954190011<br>AALIYAH<br>ZAHARANI<br>SALSABILAH<br>(Malam) |  | Alfa       | Alfa       | Alfa       | Alfa       | Hadir      | Hadir      | Hadir      |     | Hadir      | Hadir      | Hadir      |            | Hadir      | Hadir      | Hadir      |     |
| 5  | 1954190014<br>MUHAMMAD REZA<br>AL FAJRI (Malam)            |  |            |            |            | Alfa       |            |            |            |     |            |            |            |            |            |            |            |     |
| 6  | 1954190016<br>ZACHRA MUTIARA<br>MEDINA (Malam)             |  | Alfa       | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     |            | Hadir      |            | Hadir      | Hadir      | Hadir      | Hadir      |     |
| 7  | 1954190020<br>AFIF SYAFFA<br>ADHIWA (Malam)                |  | Hadir      | Hadir      | Hadir      | Alfa       | Hadir      | Hadir      | Hadir      |     | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     |
| 8  | 1954190022<br>RAIHAN YAZID<br>MUTHAHHAR<br>(Malam)         |  |            |            |            | Alfa       |            |            |            |     |            |            |            |            |            |            |            |     |
| 9  | 1954190024<br>LIDIYA SEPTIYANTI<br>(Malam)                 |  | Alfa       | Hadir      | Hadir      | Hadir      | Hadir      |            | Hadir      |     | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     |
| 10 | 1954190025<br>KARTIKA FAZRIATI<br>(Malam)                  |  | Alfa       | Alfa       | Alfa       | Alfa       |            |            | Hadir      |     |            |            |            |            |            |            | Hadir      |     |
| 11 | 1954190026<br>CHRISTI NATALIDA<br>DAMEATI (Malam)          |  | Alfa       | Hadir      | Hadir      | Alfa       | Hadir      |            |            |     | Hadir      |            |            |            |            |            |            |     |
| 12 | 1954190028<br>PUTRI DWIYANI<br>NABILLA (Malam)             |  | Alfa       | Hadir      | Alfa       | Hadir      | Hadir      | Hadir      | Hadir      |     |            | Hadir      |            |            |            | Hadir      | Hadir      |     |
| 13 | 1954190030<br>DIGENSIA CAESAR<br>YORKI (Pagi)              |  | Hadir      | Alfa       | Alfa       | Alfa       |            | Hadir      |            |     |            |            | Hadir      |            | Hadir      |            |            |     |
| 14 | 1954190031<br>ADI WIBOWO<br>(Malam)                        |  | Alfa       | Alfa       | Hadir      | Hadir      |            | Hadir      | Hadir      |     |            |            |            |            |            |            |            |     |

| No | Mahasiswa                                     | Foto                                                                              | Dosen      |            |            |            |            |            |            |     |            |            |            |            |            |            |            |       |
|----|-----------------------------------------------|-----------------------------------------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|-----|------------|------------|------------|------------|------------|------------|------------|-------|
|    |                                               |                                                                                   | 1          | 2          | 3          | 4          | 5          | 6          | 7          | 8   | 9          | 10         | 11         | 12         | 13         | 14         | 15         | 16    |
|    |                                               |                                                                                   | 2022-09-21 | 2022-09-28 | 2022-10-05 | 2022-10-12 | 2022-10-24 | 2022-10-26 | 2022-11-02 | UTS | 2022-11-23 | 2022-11-30 | 2022-12-07 | 2022-12-14 | 2022-12-21 | 2023-01-04 | 2023-01-11 | UAS   |
| 15 | 1954190034<br>FORTUNATUS<br>INDRAJATI (Malam) |  | Alfa       | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      |     | Hadir      |            | Hadir      | Hadir      | Hadir      | Hadir      | Hadir      | Hadir |
| 16 | 1954190041<br>STEFFALEN<br>(Malam)            |  | Alfa       | Hadir      | Alfa       | Alfa       | Hadir      | Hadir      | Hadir      |     | Hadir      | Hadir      |            | Hadir      | Hadir      | Hadir      | Hadir      |       |
| 17 | 2054190045<br>RIDWAN MAULANA<br>YUSUF (Pagi)  |  | Hadir      | Alfa       | Alfa       | Alfa       |            |            |            |     |            |            |            |            |            |            |            |       |

**Dosen : DR. SUSI YUNARTI., M.SI****Presentasi dan Negosiasi Bisnis (2 SKS)****RABU 17:50 - 19:30**

| NO. | NIM        | NAMA                        | FOTO                                                                                  | NILAI UAS   | NILAI UTS   | NILAI TUGAS | TOTAL |
|-----|------------|-----------------------------|---------------------------------------------------------------------------------------|-------------|-------------|-------------|-------|
| 1   | 1954190001 | RAID BINTANG                |    | 86<br>(40%) | 85<br>(30%) | 85<br>(30%) | 85.4  |
| 2   | 1954190006 | LUCY THERESIA TATSUO        |    | 98<br>(40%) | 82<br>(30%) | 85<br>(30%) | 89.3  |
| 3   | 1954190008 | PUTRI SHOLEHAH              |    | 95<br>(40%) | 85<br>(30%) | 85<br>(30%) | 89    |
| 4   | 1954190011 | AALIYAH ZAHARANI SALSABILAH |  | 90<br>(40%) | 82<br>(30%) | 85<br>(30%) | 86.1  |
| 5   | 1954190014 | MUHAMMAD REZA AL FAJRI      |  | 0<br>(40%)  | 0<br>(30%)  | 60<br>(30%) | 18    |
| 6   | 1954190016 | ZACHRA MUTIARA MEDINA       |  | 92<br>(40%) | 80<br>(30%) | 85<br>(30%) | 86.3  |
| 7   | 1954190020 | AFIF SYAFFA ADHIWA          |  | 90<br>(40%) | 78<br>(30%) | 60<br>(30%) | 77.4  |
| 8   | 1954190022 | RAIHAN YAZID MUTHAHHAR      |  | 0<br>(40%)  | 20<br>(30%) | 60<br>(30%) | 24    |
| 9   | 1954190024 | LIDIYA SEPTIYANTI           |  | 90<br>(40%) | 85<br>(30%) | 60<br>(30%) | 79.5  |
| 10  | 1954190025 | KARTIKA FAZRIATI            |  | 90<br>(40%) | 82<br>(30%) | 60<br>(30%) | 78.6  |
| 11  | 1954190026 | CHRISTI NATALIDA DAMEATI    |  | 92<br>(40%) | 82<br>(30%) | 60<br>(30%) | 79.4  |
| 12  | 1954190028 | PUTRI DWIYANI NABILLA       |  | 92<br>(40%) | 82<br>(30%) | 60<br>(30%) | 79.4  |
| 13  | 1954190030 | DIGENSIA CAESAR YORKI       |  | 0<br>(40%)  | 50<br>(30%) | 30<br>(30%) | 24    |
| 14  | 1954190031 | ADI WIBOWO                  |  | 0<br>(40%)  | 0<br>(30%)  | 60<br>(30%) | 18    |

| NO. | NIM        | NAMA                 | FOTO                                                                                | NILAI UAS   | NILAI UTS   | NILAI TUGAS | TOTAL |
|-----|------------|----------------------|-------------------------------------------------------------------------------------|-------------|-------------|-------------|-------|
| 15  | 1954190034 | FORTUNATUS INDRAJATI |  | 85<br>(40%) | 84<br>(30%) | 70<br>(30%) | 80.2  |
| 16  | 1954190041 | STEFFALEN            |  | 90<br>(40%) | 85<br>(30%) | 60<br>(30%) | 79.5  |
| 17  | 2054190045 | RIDWAN MAULANA YUSUF |  | 0<br>(40%)  | 0<br>(30%)  | 60<br>(30%) | 18    |