|  |  |  |
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| Dosen. |  :  | Riastri Novianita |
| Matakuliah |  :  | (0230) PRESENTATION AND NEGOTIATION SKILL   |

|  |
| --- |
| **\* Jika Bahan Kajian Masih Kosong, Kemungkinan Kode Matakuliah Berbeda!** |
| SKS |  :  | 3 |
| Kelas |  :  | 44.8AA.07  |
| Jumlah Mahasiswa |  :  | 31 |

| **Pertemuan** | **Ruangan** | **Tanggal**  | **Bahan Kajian** | **Berita Acara Pengajaran** | **Kehadiran** |
| --- | --- | --- | --- | --- | --- |
| **01**  | 305-b2  | 13 Maret 2024 | Komunikasi dalam presen tasi a Pengantar b Bentuk-bentuk presentasi c Sasaran komunikasi presentasi d Masalah Komunikasi  | berjalan lancar walau pertama2 ada kendala tidak bisa absen di my best |  |

Jadwal:

Masuk:

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| **02**  | 305-b2  | 20 Maret 2024 | Langkah-Langkah Menyiapkan Presentasi a Melakukan analisis b Menentukan sasaran dan tujuan c Menyiapkan isi dan struktur d Menyiapkan alat bantu e Persiapan akhir  | berjalan lancar |  |

Jadwal:

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| **03**  | 305-b2  | 27 Maret 2024 | Presentasi Tiba a Mengawali Presentasi b Suasana hati c Suara d Bahasa tubuh e Alat bantu f Disiplin waktu g Kesimpulan  | persentasi dan menerangkan materi berjalan lancar |  |

Jadwal:

Masuk:

Keluar:

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| **04**  | 305-b2  | 3 April 2024 | Menangani Tanya jawab a Pengaturan waktu Tanya jawab b Tips menangani gangguan dalam Tanya jawab  | absen berjalan lancar dan pemberian materi juga lancar |  |

Jadwal:

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Keluar:

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| **05**  | 305-b2  | 24 April 2024 | Perencanaan Negosiasi a Pengantar b Kerangka Negosiasi c Prinsp Negosiasi d tahapan kegiatan negosiasi e Isu Primer f Isu Sekunder  | absen berjalan lancar materi juga lancar |  |

Jadwal:

Masuk:

Keluar:

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| **06**  | 501-b2 (kp) | 3 Mei 2024 | Proses dan Teknik Negosiasi 1 a Memulai negosiasi 2 b Memberi dan menerima konsesi 3 c Mengatasi ketidak sepakatan 4 d teknik negosiasi 5 e Mengakhiri Negosiasi  | absen berjalan lancar materi berjalan lacar |  |

Jadwal:

Masuk:

Keluar:

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| **07**  | 305-b2  | 8 Mei 2024 | Presentasi konsep ke Klien | absen berjalan lancar persentasi juga |  |

Jadwal:

Masuk:

Keluar:

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| **08**  | -  | - | (UTS)  | - | - |
| **09**  | 305-b2  | 22 Mei 2024 | PRESENTASI dan EEVALUASI | absen berjalan lancar persentasi berjalan lancar |  |

Jadwal:

Masuk:

Keluar:

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| **10**  | 305-b2  | 29 Mei 2024 | PRESENTASI dan EEVALUASI | absensi lancar bimbingan juga lancar |  |

Jadwal:

Masuk:

Keluar:

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| **11**  | 305-b2  | 5 Juni 2024 | PRESENTASI dan EEVALUASI | absensi berjalan lancar bimbingan juga berjalan lancar |  |

Jadwal:

Masuk:

Keluar:

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| **12**  | 305-b2  | 12 Juni 2024 | PRESENTASI dan EEVALUASI | absensi berjalan lancar diskusi lancar |  |

Jadwal:

Masuk:

Keluar:

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| **13**  | 305-b2  | 19 Juni 2024 | PRESENTASI dan EEVALUASI | absensi dan persentasi berjalan lancar |  |

Jadwal:

Masuk:

Keluar:

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| **14**  | 305-b2  | 26 Juni 2024 | PRESENTASI dan EEVALUASI | absensi dan persentasi berjalan lancar |  |

Jadwal:

Masuk:

Keluar:

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| **15**  | 305-b2  | 3 Juli 2024 | PRESENTASI dan EEVALUASI | absen dan persentasi berjalan lancar |  |

Jadwal:

Masuk:

Keluar:

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| **16**  | -  | - | (UAS)  | - | - |

**Kelas Pengganti** |

| **#** | **Nama Dosen** | **Ruangan** | **Tanggal Kegiatan** | **Berita Acara** | **RPS** | **Kehadiran** |
| --- | --- | --- | --- | --- | --- | --- |
| **01**  | RSV | 501-b2 | 19 Agustus 2024 | - | - | 09:00-11:30 |

**Presensi Mahasiswa BSI**

| **Nim**  | **Nama** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **13** | **14** | **15** | **16** | **Jumlah** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| [**44230785**](https://says.bsi.ac.id/m_induk_mhs_nilai-44230785-07-BSI.js)  | dicky santoso  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44230843**](https://says.bsi.ac.id/m_induk_mhs_nilai-44230843-07-BSI.js)  | nurul fatimah  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44230919**](https://says.bsi.ac.id/m_induk_mhs_nilai-44230919-07-BSI.js)  | meldy prahesti  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 13 |
| [**44231132**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231132-07-BSI.js)  | alis nurjamilah hidayat  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44231252**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231252-07-BSI.js)  | ragil herda fransyoki  | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| [**44231428**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231428-07-BSI.js)  | dede riantorro  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44231583**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231583-07-BSI.js)  | hendryan eka nugraha  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44231615**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231615-07-BSI.js)  | nino sari  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 12 |
| [**44231633**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231633-07-BSI.js)  | dhani alfisyahr syuja  | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 7 |
| [**44231639**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231639-07-BSI.js)  | fikri ramadhan  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44231646**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231646-07-BSI.js)  | riky chandra kusuma  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44231837**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231837-07-BSI.js)  | anisa fauziyah  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44231854**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231854-07-BSI.js)  | triya rindu davina  | 1 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 11 |
| [**44231855**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231855-07-BSI.js)  | mutiara rizki  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 13 |
| [**44231865**](https://says.bsi.ac.id/m_induk_mhs_nilai-44231865-07-BSI.js)  | savira  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 12 |
| [**44232004**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232004-07-BSI.js)  | fanny gavrila  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44232077**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232077-07-BSI.js)  | dyah nugrahini mulyono  | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 13 |
| [**44232085**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232085-07-BSI.js)  | danis ranu fardila  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44232096**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232096-07-BSI.js)  | siti munawaroh  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 13 |
| [**44232115**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232115-07-BSI.js)  | muhammad annas hafidz  | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 13 |
| [**44232129**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232129-07-BSI.js)  | alvin sjachri  | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 11 |
| [**44232130**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232130-07-BSI.js)  | alfin futuh farhani  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44232146**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232146-07-BSI.js)  | aprizal isna sr  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44232175**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232175-07-BSI.js)  | syabaniatul ikhsan  | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 13 |
| [**44232198**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232198-07-BSI.js)  | faiz hugo prakoso  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 13 |
| [**44232230**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232230-07-BSI.js)  | yeti karisma wati  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44232247**](https://says.bsi.ac.id/m_induk_mhs_nilai-44232247-07-BSI.js)  | zuchril bintang luberta  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 14 |
| [**44234037**](https://says.bsi.ac.id/m_induk_mhs_nilai-44234037-07-BSI.js)  | atik  | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 13 |
| [**44234042**](https://says.bsi.ac.id/m_induk_mhs_nilai-44234042-07-BSI.js)  | nur safa'ah siregar  | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 10 |
| [**44234045**](https://says.bsi.ac.id/m_induk_mhs_nilai-44234045-07-BSI.js)  | nabila putri  | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 13 |

| **#**  | **Pertemuan** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **13** | **14** | **15** | **16** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|       | **Jumlah hadir**  | 25 | 28 | 29 | 28 | 30 | 29 | 26 | 0 | 30 | 26 | 27 | 27 | 27 | 26 | 24 | 0 |