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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** |
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| **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:  
  
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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:  
  
Masuk:  
  
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** |
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| **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 |