

**ULBI**

Universitas Logistik & Bisnis Internasional

UNIVERSITAS LOGISTIK DAN BISNIS INTERNASIONAL**Berita Acara Perkuliahan dan Absensi Perkuliahan**

Kode Matakuliah>Nama Matakuliah : 9977/SALESMANSHIP

Kelas : 43-22-01

Semester/SKS : 4/3 SKS

Tabel Log Aktivitas

Pertemuan	Tanggal	Materi Perkuliahan	Jam Mulai	Jam Selesai
1	2023-09-25	Review Komunikasi Pemasaran Terpadu	07:50	12:00
2	2023-10-02	Mengelola Komunikasi Massa &...;	07:50	12:00
3	2023-10-09	Negosiasi dalam Penjualan	07:50	12:00
4	2023-10-16	Ruang Lingkup Penjualan Personal...	07:00	12:00
5	2023-10-23	Prinsip dasar Penjualan Personal	07:50	12:00
6	2023-10-30	Proses Selling (bagian 1)	07:50	12:00
7	2023-11-06	Proses Selling (bagian 2)	07:50	12:00
8	2023-11-13	Asesmen Awal	07:50	12:00
9	2023-11-30	Sikap dan Motivasi Penjualan	07:50	12:00
10	2023-12-04	Kreatif Menjual Produk	07:50	12:00
11	2023-12-11	Mengenai Pembeli dan Perilaku...	07:50	12:00
12	2023-12-18	Mengelola Tenaga Penjualan	07:50	12:00
13	2024-01-08	Manajemen Waktu dan Teritori...	07:50	12:00
14	2024-01-10	Praktik Personal Selling B2C	07:50	12:00
15	2024-01-15	Praktik Personal Selling B2B	07:50	12:00

Tabel Presensi Paruh Pertama

NPM	Nama	1	2	3	4	5	6	7	8	Total
643220006	Jovita Anabela Sihite	H	H	H	H	H	H	H	H	8
643220020	Nabilla Bunga Sefian	H	H	H	H	H	H	H	H	8
643220021	Dewi Aryani Rahayu	H	H	H	H	H	H	H	H	8
643220027	Pradita Zidni Nursyahbani	H	H	H	H	H	H	H	H	8
643220034	Shintyani Dewi	H	H	H	H	H	H	H	H	8
643220004	Wina Marlina	H	H	H	H	H	H	H	H	8
643220028	Yudha Nugraha	H	H	H	H	H	H	H	H	8
643220029	Oktaviani Dwi Wulandari	H	H	H	H	H	H	H	H	8
643220043	Diwa Syavano Putra Aryenda	H	H	S	H	H	A	A	H	5
643220005	Fazril Maufi Fahrurazi Syukur	H	H	H	H	H	A	H	H	7

643220018	Ratna Mutu Manikam	H	H	H	H	H	H	A	H	7
643220017	Aprilia Putriana Ruhiyat	H	H	H	H	H	H	A	H	7
643220026	Zaka Shafala	H	H	H	H	H	H	H	H	8
643220036	Vida Kamila	H	H	H	H	H	H	H	H	8
643220001	Helen Nur	H	H	H	H	H	H	H	H	8
643220022	Clara Azzahra	H	H	H	H	H	H	H	H	8
643220031	Balqis Lutfiana Dewi	H	H	H	H	H	H	H	H	8
643220033	Eka Firrani Putri	H	H	H	H	H	H	A	H	7
643220037	Dera Mulya Permana	H	A	H	H	A	H	A	H	5
643220044	Alyaa Aflah Zulfaa	H	H	H	H	H	H	H	H	8
643220016	Aida Fatya Nursukma	H	H	H	H	H	H	H	H	8
643220030	Nabila Galuh Kinanthi	H	H	H	H	H	H	H	H	8
4213010	Annisa Dewi Safinatunnajah	H	H	H	H	A	H	A	H	6
643220039	Hudri Ramadan	H	H	H	H	A	H	H	H	7
643220002	Irfan Cahya Firmansyah	H	H	H	H	H	H	H	H	8
643220003	Iqbal Adliputra	H	H	H	H	H	H	H	H	8
643220015	Rizky Fahrial Yusuf	H	H	H	H	H	H	A	H	7
643220019	Jelita Nabila Syifa	H	H	H	H	H	H	H	H	8
643220032	Aulia Affandi	H	H	H	H	H	H	A	H	7
643220035	Lutfiana Istiqomah	H	H	H	H	H	H	H	H	8
643220042	Mirza Anshori	H	H	H	H	H	A	H	H	7
4213015	Muhammad Reihan Fardhiah	H	H	H	H	A	H	A	H	6

Tabel Nilai Akhir

NPM	Kehadiran	Tugas 1	Tugas 2	Tugas 3	Tugas 4	Tugas 5	UTS	UAS	Jumlah	Nilai
4213010	86%	90	95	50	45	95	82	95	83	AB
4213015	60%	45	95	45	1	1	85	1	38	E
643220001	93%	90	95	60	45	93	88	95	86	A
643220002	100%	90	95	50	44	95	94	88	85	A
643220003	86%	45	95	80	45	90	71	98	80	AB
643220004	100%	91	95	80	95	95	77	95	89	A
643220005	86%	90	95	95	89	98	97	98	95	A
643220006	93%	91	95	60	47	85	84	98	84	AB
643220009	0%	1	1	1	1	1	1	1	0	E
643220015	86%	92	94	50	1	90	86	98	81	AB
643220016	93%	90	95	55	92	95	88	98	90	A
643220017	86%	90	1	70	45	95	85	95	79	AB

643220018	93%	91	95	70	45	93	98	95	89	A
643220019	93%	90	95	60	95	95	76	98	87	A
643220020	100%	91	95	65	49	85	93	98	88	A
643220021	100%	92	95	85	94	95	97	95	94	A
643220022	100%	91	94	75	93	98	98	98	95	A
643220026	93%	91	95	50	91	95	72	95	85	A
643220027	93%	45	92	90	94	95	74	98	86	A
643220028	100%	90	95	90	93	98	90	98	94	A
643220029	100%	87	94	55	91	93	72	95	85	A
643220030	93%	90	92	50	95	95	79	98	87	A
643220031	93%	91	95	55	93	93	85	95	88	A
643220032	86%	45	95	80	90	95	76	88	82	AB
643220033	93%	90	95	65	91	95	91	95	91	A
643220034	100%	90	94	50	91	93	85	95	88	A
643220035	100%	91	95	70	96	98	78	98	90	A
643220036	93%	45	95	30	93	95	67	98	79	AB
643220037	80%	90	95	50	44	90	72	98	80	AB
643220039	86%	91	95	95	47	93	80	95	86	A
643220040	100%	90	95	55	45	90	73	98	82	AB
643220042	93%	90	90	50	44	95	84	88	82	AB
643220043	80%	91	95	70	48	95	77	88	82	AB
643220044	100%	90	95	60	91	95	65	95	84	AB