

**ULBI**

Universitas Logistik & Bisnis Internasional

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

Kode Matakuliah>Nama Matakuliah : 10097/NEGOTIATION SKILL

Kelas : 44-22-02

Semester/SKS : 4/2 SKS

Tabel Log Aktivitas

Pertemuan	Tanggal	Materi Perkuliahan	Jam Mulai	Jam Selesai
1	2023-09-25	Introduction	01:00	16:20
2	2023-10-02	Strategi pengambilan keputusan dalam...	14:35	14:35
3	2023-10-09	Mengatasi situasi deadlock	14:42	14:42
4	2023-10-16	Komunikasi dalam negosiasi	13:00	16:20
5	2023-10-23	Interpersonal skill	13:00	16:20
6	2023-10-30	Etika dan Sikap Negosiasi	13:00	16:20
7	2023-11-06	Evaluasi dan Quiz	13:00	16:20
8	2023-11-24	Assesment Tengah Semester	13:00	15:00
9	2023-11-27	Isu dan Konflik Negosiasi	13:00	16:20
10	2023-12-04	Merencanakan Strategi Negosiasi	13:00	16:20
11	2023-12-11	Alur dan Fase Negosiasi	13:00	16:20
12	2023-12-18	Teknik Presentasi Persuasif Negosiasi...	13:00	16:20
13	2023-12-28	Presentasi Negosiasi Bisnis (Bagian...	13:00	16:40
14	2024-01-08	Evaluasi dan Quiz	13:00	16:40
15	2024-01-08	Presentasi Negosiasi Bisnis (Bagian...	13:00	16:20
16	2024-01-29		13:00	15:00

Tabel Presensi Paruh Pertama

NPM	Nama	1	2	3	4	5	6	7	8	Total
744220047	Mayva Lasria Marpaung	H	H	H	H	H	H	H	H	8
744220048	Farrell Daren Fortunanda	H	H	S	H	H	H	H	H	7
744220052	Roy Indrianto Sitanggang	H	H	H	H	H	H	H	H	8
744220056	Sany Athary Rhamdhani	H	H	H	H	H	H	H	H	8
4214018	Maya Rahmadini	H	H	H	H	H	H	H	H	8
4214091	Citra Bella Gayatri	H	H	H	H	H	H	H	H	8
744220036	Rusdi Pakuwijaya	H	H	H	H	H	H	H	H	8
744220039	Resmi Marbun	H	H	H	H	H	H	H	H	8
744220058	Dinda Sephiana	H	H	A	H	H	H	H	H	7

744220055	Siti Delia Oktaviani Ningsih	H	H	H	H	H	H	H	H	8
744220029	Nabilah Kienda Aliffah	H	H	H	H	H	H	H	H	8
744220033	Adnan Hasby Ash-Shiddiqi	H	H	H	H	H	H	H	H	8
744220042	Rima Alfia Syahri	H	H	H	H	H	H	H	H	8
744220045	Anisatu Tria Septianingrum	H	H	H	H	H	H	H	H	8

Tabel Nilai Akhir

NPM	Kehadiran	Tugas 1	Tugas 2	Tugas 3	Tugas 4	Tugas 5	UTS	UAS	Jumlah	Nilai
4204057	81%	90	0	0	0	0	80	40	69	BC
4214018	100%	100	0	0	0	0	85	90	91	A
4214091	100%	60	0	0	0	0	90	90	81	AB
744220029	100%	100	0	0	0	0	90	80	89	A
744220030	75%	95	0	0	0	0	80	85	86	A
744220031	81%	90	0	0	0	0	75	80	81	AB
744220032	100%	100	0	0	0	0	85	80	87	A
744220033	100%	100	0	0	0	0	70	85	84	AB
744220036	93%	100	0	0	0	0	70	85	84	AB
744220039	100%	100	0	0	0	0	98	90	95	A
744220040	93%	100	0	0	0	0	70	90	86	A
744220042	100%	100	0	0	0	0	95	95	96	A
744220043	75%	50	0	0	0	0	65	80	65	BC
744220045	100%	100	0	0	0	0	70	95	87	A
744220047	100%	100	0	0	0	0	85	80	87	A
744220048	81%	50	0	0	0	0	70	75	65	BC
744220050	100%	90	0	0	0	0	70	80	79	AB
744220052	87%	60	0	0	0	0	60	85	68	BC
744220053	93%	90	0	0	0	0	70	80	79	AB
744220054	93%	100	0	0	0	0	75	85	86	A
744220055	93%	100	0	0	0	0	85	90	91	A
744220056	93%	90	0	0	0	0	75	80	81	AB
744220057	93%	100	0	0	0	0	80	90	89	A
744220058	87%	95	0	0	0	0	80	95	89	A