

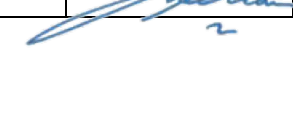




## BERITA ACARA PERKULIAHAN SEMESTER GENAP TAHUN AKADEMIK 2023/2024

**MATA KULIAH/ KELAS** Komunikasi dan Negosiasi Bisnis / HGAB  
**DOSEN** EKA AVIANTI AYUNINGTYAS, SE, MBA  
**PROGRAM STUDI** MANAJEMEN / 61201  
**SEMESTER/BOBOT** 5 / 3SKS  
**RUANG/LAB** -  
**HARI/JAM** -  
**JUMLAH MAHASISWA** 15

| KE | Tanggal    | Materi  | Jam Mulai | Jam Selesai | Mhs. Hadir | Paraf Dosen |
|----|------------|---|-----------|-------------|------------|-------------|
| 1  | 2024-03-06 | Komunikasi Dasar  | 19:00:06  | 21:31:17    | 14         |             |
| 2  | 2024-03-13 | Komunikasi Antar Pribadi, Organisasi dan Lintas Budaya Part 1               | 19:00:41  | 21:31:19    | 14         |             |
| 3  | 2024-03-20 | Komunikasi Antar Pribadi, Organisasi dan Lintas Budaya Part 2               | 19:00:50  | 21:30:09    | 12         |             |
| 4  | 2024-03-27 | Komunikasi Bisnis- Dasar Korespondensi                                      | 19:00:38  | 21:36:13    | 12         |             |
| 5  | 2024-04-03 | Proses Penulisan Pesan Bisnis   | 19:00:09  | 21:30:24    | 8          |             |
| 6  | 2024-04-24 | Perencanaan, Pengorganisasi dan Revisi Pesan-Pesan Bisnis                   | 19:00:28  | 21:37:26    | 8          |             |
| 7  | 2024-05-03 | Komunikasi Bisnis-Persuasif (AIDA Model)                                    | 19:00:31  | 21:34:52    | 10         |             |
| 8  | 2024-05-08 | Presentasi Persuasif AIDA part 1  | 19:00:49  | 21:32:58    | 10         |             |
| 9  | 2024-05-22 | UTS   | 19:00:14  | 21:00:22    | 14         |             |
| 10 | 2024-06-05 | Presentasi Persuasif AIDA part 2  | 19:00:41  | 21:30:03    | 9          |             |
| 11 | 2024-06-12 | Komunikasi Negosiasi Bisnis   | 19:00:14  | 21:31:06    | 9          |             |
| 12 | 2024-06-19 | Komunikasi Negosiasi Bisnis Lintas Budaya                                   | 19:00:55  | 21:35:21    | 11         |             |
| 13 | 2024-06-26 | Pengambilan Keputusan dalam bernegosiasi BATNA, Reservation Price dan ZOPA. | 19:00:24  | 21:35:29    | 11         |             |

|    |            |  |          |          |    |   |
|----|------------|--|----------|----------|----|---|
| 14 | 2024-07-03 | Studi Kasus-Perusahaan Global Lintas Budaya (Implementasi Negosiasi) | 19:00:38 | 21:30:49 | 9  |   |
| 15 | 2024-07-10 | Review-Quiz  | 19:00:11 | 21:30:57 | 9  |  |
| 16 | 2024-07-24 | UAS  | 19:00:49 | 21:00:54 | 13 |  |

Ketua Program Studi,



SUSANTI WIDHIASTUTI, Dr., M.M.



Dosen,

A handwritten signature in blue ink, appearing to read 'Eka', with a small flourish underneath.

EKA AVIANTI AYUNINGTYAS, SE, MBA



## REKAPITULASI PENILAIAN PEMBELAJARAN SEMESTER GENAP TAHUN AKADEMIK 2023/2024

**MATA KULIAH/ KELAS** Komunikasi dan Negosiasi Bisnis / HGAB  
**DOSEN** EKA AVIANTI AYUNINGTYAS, SE, MBA  
**PROGRAM STUDI** MANAJEMEN  
**SEMESTER/BOBOT** 5 / 3SKS  
**RUANG/LAB** -  
**HARI/JAM** -  
**JUMLAH MAHASISWA** 15

| No | NIM          | Nama Mahasiswa           | Kehadiran | Tugas | UTS | UAS | Total Skor | Nilai Akhir |
|----|--------------|--------------------------|-----------|-------|-----|-----|------------|-------------|
| 1  | 2019511447   | SRI KOMALASARI DEWI      | 50        | 67    | 86  | 82  | 75         | B+          |
| 2  | 2019511464   | RIZKI RAHMAT RAHMADAN    | 50        | 40    | 88  | 82  | 66         | B-          |
| 3  | 2019511465   | RINI ERNAWATI            | 38        | 58    | 84  | 82  | 70         | B           |
| 4  | 2020511051   | ALEXANDER JAWA           | 0         | 0     | 0   | 0   | 0          | E           |
| 5  | 2021511039   | SITTI NURJANA            | 88        | 90    | 90  | 88  | 90         | A           |
| 6  | 2021511041   | KORISUBAGYO              | 75        | 89    | 88  | 87  | 87         | A-          |
| 7  | 2021511129   | FRANSISCUS ALFONS ERICO  | 88        | 93    | 85  | 90  | 90         | A           |
| 8  | 2021511134   | ZHAFRAN AIDINAH RAMADHAN | 100       | 89    | 88  | 95  | 92         | A           |
| 9  | 2021511281   | YOHAN HERNADI            | 63        | 96    | 95  | 100 | 94         | A           |
| 10 | 2021511307   | TRIANA RUMIRIS           | 75        | 93    | 90  | 89  | 90         | A           |
| 11 | 2021511344   | ISLAH RAHMI              | 100       | 86    | 88  | 86  | 88         | A-          |
| 12 | 2022511161   | Salma Mega Sahila        | 75        | 60    | 85  | 82  | 75         | B+          |
| 13 | 202305110254 | REYVITA ZAHRAH PERMATA   | 94        | 89    | 88  | 85  | 88         | A-          |
| 14 | 202305110268 | MEISYA DWI ANGGRAINI     | 88        | 85    | 86  | 84  | 86         | A-          |
| 15 | 202305110275 | ARIF PERDIAN             | 100       | 95    | 90  | 90  | 93         | A           |

Dosen,

EKA AVIANTI AYUNINGTYAS, SE, MBA