









Teknik Lobi dan Negosiasi Bisnis (3 SKS)

TATAP MUKA KE	HARI/TANGGAL	MULAI	SELESAI	RUANG	STATUS	REALISASI MATERI	KEHADIRAN MAHASISWA	PENGAJAR	TANDA TANGAN
01	RABU / 21-09-2022	19:30	22:00	S8102	Selesai	180_20220921210835_RPS TEKNIK LOBY DAN NEGOSIASI ok (1).doc	(48 / 48)	DINI AMALIA, SE., M.M	
02	RABU / 28-09-2022	19:30	22:00	S8102	Selesai	Bismillah.. minggu ke 2 ini kita membahas materi mengenai negosiasi 180_20220928051608_2. NEGOSIASI.ppt	(47 / 47)	DINI AMALIA, SE., M.M	
03	RABU / 05-10-2022	19:30	22:00	S8102	Selesai	Bismillah: materi kita minggu ini adalah diplomasi	(47 / 47)	DINI AMALIA, SE., M.M	
04	RABU / 12-10-2022	19:30	22:00	S8102	Selesai	Assalamualaikum , hari ini materinya , hubungan antara lobi, negosiasi, dan diplomasi terhadap komuniikasi 180_20221012091951_kuliah ke 4 Tehnik lobi dan Negosiasi.pptx	(48 / 48)	DINI AMALIA, SE., M.M	
05	RABU / 19-10-2022	19:30	22:00	S8102	Selesai	Assalamualaikum. Kita melanjutkan materi minggu kemarin. Tks 180_20221019183809_LANGKAH DAN STRATEGI LOBI.pptx	(48 / 48)	DINI AMALIA, SE., M.M	
06	RABU / 26-10-2022	19:30	22:00	S8102	Selesai	assalamualaikum, materi hari ini : kolaborasi dan jejaring kerja 180_20221026053834_kolaborasi-dan-jejaring-kerja_ (1) (1).pptx	(49 / 49)	DINI AMALIA, SE., M.M	
07	RABU / 02-11-2022	19:30	22:00	S8102	Selesai	Hari ini, kisi2 uts tehnik lobi dan negksiasi.	(48 / 48)	DINI AMALIA, SE., M.M	
08	RABU / 23-11-2022	19:30	22:00	S8102	Selesai	Assalamualaikum. Selamat pagi mahasiswa semua. Hari ini pertemuan setelah UTS, materi sesuai dengan RPS. Untuk materi akan ibu kirim melalui ketua kelasnya. Terimakasih.	(48 / 48)	DINI AMALIA, SE., M.M	
09	RABU / 30-11-2022	19:30	22:00	S8102	Selesai	180_20221130060627_MENDENGARKAN DALAM LOBI.pptx	(48 / 48)	DINI AMALIA, SE., M.M	

TATAP MUKA KE	HARI/TANGGAL	MULAI	SELESAI	RUANG	STATUS	REALISASI MATERI	KEHADIRAN MAHASISWA	PENGAJAR	TANDA TANGAN
10	RABU / 07-12-2022	19:30	22:00	S8102	Selesai	180_20221207065719_KONFLIK DALAM LOBI 2.pptx	(48 / 48)	DINI AMALIA, SE., M.M	
11	RABU / 14-12-2022	19:30	22:00	S8102	Selesai	180_20221214063045_tehnik lobi dan negosiasi kuliah ke 12.pptx	(48 / 48)	DINI AMALIA, SE., M.M	
12	RABU / 21-12-2022	19:30	22:00	S8102	Selesai	Assalamualaikum,selamat pagi semuanya. Materi hari ini sesuai dengan rps, materi menyusul.	(48 / 48)	DINI AMALIA, SE., M.M	
13	RABU / 04-01-2023	19:30	22:00	S8102	Selesai	180_20230104074546_komunikasi Non verbal dalam lobi dan negosiasi.pptx	(47 / 47)	DINI AMALIA, SE., M.M	
14	RABU / 11-01-2023	19:30	22:00	S8102	Selesai	Assalamualaikum, kita akan review materi kuliah dan kisi-kisi UAS, terimakasih	(48 / 48)	DINI AMALIA, SE., M.M	

DINI AMALIA, SE., M.M
Teknik Lobi dan Negosiasi Bisnis (3 SKS)

No	Mahasiswa	Foto	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
			2022-09-21	2022-09-28	2022-10-05	2022-10-12	2022-10-19	2022-10-26	2022-11-02	UTS	2022-11-23	2022-11-30	2022-12-07	2022-12-14	2022-12-21	2023-01-04	2023-01-11	UAS
1	2019121005 DEVI FEBRINA ARDHIYANTI (Malam)		Hadir	Hadir	Alfa	Hadir	Alfa	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	
2	2020021008 SYARIFA NADIA PRASTYO PUTRI (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
3	2020021027 PARAMITA (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
4	2020021028 AMELIA RAMADANI (Malam)		Hadir	Hadir	Alfa	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
5	2020021038 HALIDA REZKI AGUSTIA (Malam)		Hadir	Hadir	Alfa	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
6	2020021044 ELGA GOLDRASELYN PURBA (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
7	2020021047 RAYHAN KURNIA DESWIR (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
8	2020021052 ANISA MULIA RACHMAN SANPUTRI (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
9	2020121010 MUHAMMAD ALIYYUS EKO RIADIN (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
10	2021121002 HARIS MULYAWAN (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
11	2021121006 MITA PUSPITASARI (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
12	2021121007 RINA ZUHRIANA (Malam)		Hadir	Hadir	Alfa	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
13	2022121001 NURVIYANTI (Malam)		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
14	2022121002 SITI MAISAROH (Malam)		Hadir	Hadir	Hadir	Hadir	Alfa	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
15	2019031001 MELY KRISTIA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
16	2019031002 DELINA SEPTIANA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir
17	2019031006 KEVIN AMADEUS SEBASTIAN		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir















No	Mahasiswa	Foto	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
			2022-09-21	2022-09-28	2022-10-05	2022-10-12	2022-10-19	2022-10-26	2022-11-02	UTS	2022-11-23	2022-11-30	2022-12-07	2022-12-14	2022-12-21	2023-01-04	2023-01-11	UAS
18	2019031007 GABRIEL YEHEZKIEL PANTOUW		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
19	2019031009 INDRAWAN		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
20	2019031011 MABELLE FORTUNA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
21	2019031013 PRISKA TRISNAWATI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
22	2019031017 RIZKA ANGELYA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
23	2019031023 PUTRI AYU LESTARI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
24	2019031024 CRUIFT ANDIKA		Hadir	Hadir	Hadir	Hadir	Alfa	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
25	2019031028 DWI KARTINI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
26	2019031032 BATARI INDARDIANTO		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
27	2019031034 TITI ARIASTUTI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
28	2019031035 LISA ARIESTA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
29	2019031037 SAVIRA SAFA KAMILA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
30	2019031038 TRI OKTA WULANDARI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
31	2019031039 ANISSA AZZAHRA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
32	2019031054 ADELIA PERMATA PUTRI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
33	2019031064 GABRIELLA YOHANNA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
34	2019031066 DINI HANDAYANI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
35	2019031086 GEREN ARDIYAN		Hadir	Hadir	Alfa	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
36	2019031093 SUCI ASHARI RAHMAWATI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
37	2019031095 VENUXANDER CAYADI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
38	2019031098 JUAN FELIX		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	


















No	Mahasiswa	Foto	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
			2022-09-21	2022-09-28	2022-10-05	2022-10-12	2022-10-19	2022-10-26	2022-11-02	UTS	2022-11-23	2022-11-30	2022-12-07	2022-12-14	2022-12-21	2023-01-04	2023-01-11	UAS
39	2019031103 RAFAIRA HAYFASHALIA ANWARI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
40	2020031007 HELITA SETIAWATI MAWAR		Hadir		Alfa	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
41	2020031016 ROBIYATUL ALDAWIYAH		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
42	2020031021 MARCELLINUS ADITYA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
43	2020031050 FINA AULIA DAMAYANTI		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
44	2020031064 MUTHIA HANJANI		Hadir	Hadir	Hadir	Hadir	Alfa	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
45	2020031066 FITRIA HANDAYANI		Hadir	Hadir	Alfa	Hadir	Alfa	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
46	2020031067 SHIFA AULIYA SAFIRA		Hadir	Hadir	Alfa	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
47	2020031075 JIHAN MARWA KHAIRUNNISA		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	
48	2022131009 BAYU INDRA PURNOMO		Hadir	Hadir		Hadir	Hadir	Hadir	Hadir		Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	Hadir	


















Dosen : DINI AMALIA, SE., M.M

Teknik Lobi dan Negosiasi Bisnis (3 SKS)

RABU 19:30 - 22:00

NO.	NIM	NAMA	FOTO	NILAI UAS	NILAI UTS	NILAI TUGAS	TOTAL
1	2019121005	DEVI FEBRINA ARDHIYANTI		28 (40%)	90 (30%)	85 (30%)	63.7
2	2020021008	SYARIFA NADIA PRASTYO PUTRI		98 (40%)	95 (30%)	95 (30%)	96.2
3	2020021027	PARAMITA		96 (40%)	85 (30%)	90 (30%)	90.9
4	2020021028	AMELIA RAMADANI		92 (40%)	90 (30%)	85 (30%)	89.3
5	2020021038	HALIDA REZKI AGUSTIA		92 (40%)	95 (30%)	95 (30%)	93.8
6	2020021044	ELGA GOLDRASELYN PURBA		98 (40%)	85 (30%)	85 (30%)	90.2
7	2020021047	RAYHAN KURNIA DESWIR		90 (40%)	95 (30%)	85 (30%)	90
8	2020021052	ANISA MULIA RACHMAN SANPUTRI		98 (40%)	88 (30%)	85 (30%)	91.1
9	2020121010	MUHAMMAD ALIYYUS EKO RIADIN		100 (40%)	95 (30%)	95 (30%)	97
10	2021121002	HARIS MULYAWAN		92 (40%)	90 (30%)	85 (30%)	89.3
11	2021121006	MITA PUSPITASARI		96 (40%)	80 (30%)	90 (30%)	89.4
12	2021121007	RINA ZUHRIANA		90 (40%)	88 (30%)	95 (30%)	90.9
13	2022121001	NURVIYANTI		78 (40%)	95 (30%)	95 (30%)	88.2
14	2022121002	SITI MAISAROH		84 (40%)	90 (30%)	85 (30%)	86.1

NO.	NIM	NAMA	FOTO	NILAI UAS	NILAI UTS	NILAI TUGAS	TOTAL
15	2019031001	MELY KRISTIA		92 (40%)	90 (30%)	95 (30%)	92.3
16	2019031002	DELINA SEPTIANA		88 (40%)	80 (30%)	95 (30%)	87.7
17	2019031006	KEVIN AMADEUS SEBASTIAN		90 (40%)	90 (30%)	95 (30%)	91.5
18	2019031007	GABRIEL YEHEZKIEL PANTOUW		90 (40%)	92 (30%)	90 (30%)	90.6
19	2019031009	INDRAWAN		92 (40%)	95 (30%)	95 (30%)	93.8
20	2019031011	MABELLE FORTUNA		94 (40%)	88 (30%)	95 (30%)	92.5
21	2019031013	PRISKA TRISNAWATI		96 (40%)	90 (30%)	85 (30%)	90.9
22	2019031017	RIZKA ANGELYA		86 (40%)	85 (30%)	85 (30%)	85.4
23	2019031023	PUTRI AYU LESTARI		98 (40%)	90 (30%)	85 (30%)	91.7
24	2019031024	CRUIFT ANDIKA		98 (40%)	95 (30%)	95 (30%)	96.2
25	2019031028	DWI KARTINI		100 (40%)	88 (30%)	95 (30%)	94.9
26	2019031032	BATARI INDARDIANTO		86 (40%)	85 (30%)	85 (30%)	85.4
27	2019031034	TITI ARIASTUTI		90 (40%)	85 (30%)	95 (30%)	90
28	2019031035	LISA ARIESTA		94 (40%)	90 (30%)	85 (30%)	90.1
29	2019031037	SAVIRA SAFA KAMILA		96 (40%)	85 (30%)	95 (30%)	92.4
30	2019031038	TRI OKTA WULANDARI		98 (40%)	85 (30%)	95 (30%)	93.2
31	2019031039	ANISSA AZZAHRA		92 (40%)	90 (30%)	95 (30%)	92.3

NO.	NIM	NAMA	FOTO	NILAI UAS	NILAI UTS	NILAI TUGAS	TOTAL
32	2019031054	ADELIA PERMATA PUTRI		98 (40%)	88 (30%)	90 (30%)	92.6
33	2019031064	GABRIELLA YOHANNA		96 (40%)	82 (30%)	95 (30%)	91.5
34	2019031066	DINI HANDAYANI		98 (40%)	88 (30%)	85 (30%)	91.1
35	2019031086	GEREN ARDIYAN		100 (40%)	90 (30%)	85 (30%)	92.5
36	2019031093	SUCI ASHARI RAHMAWATI		92 (40%)	90 (30%)	95 (30%)	92.3
37	2019031095	VENUXANDER CAYADI		98 (40%)	88 (30%)	95 (30%)	94.1
38	2019031098	JUAN FELIX		90 (40%)	90 (30%)	95 (30%)	91.5
39	2019031103	RAFAIRA HAYFASHALIA ANWARI		98 (40%)	88 (30%)	95 (30%)	94.1
40	2020031007	HELITA SETIAWATI MAWAR		98 (40%)	88 (30%)	95 (30%)	94.1
41	2020031016	ROBIYATUL ALDAWIYAH		90 (40%)	85 (30%)	95 (30%)	90
42	2020031021	MARCELLINUS ADITYA		82 (40%)	85 (30%)	85 (30%)	83.8
43	2020031050	FINA AULIA DAMAYANTI		98 (40%)	88 (30%)	85 (30%)	91.1
44	2020031064	MUTHIA HANJANI		74 (40%)	85 (30%)	85 (30%)	80.6
45	2020031066	FITRIA HANDAYANI		85 (40%)	85 (30%)	85 (30%)	85
46	2020031067	SHIFA AULIYA SAFIRA		85 (40%)	85 (30%)	85 (30%)	85
47	2020031075	JIHAN MARWA KHAIRUNNISA		88 (40%)	80 (30%)	85 (30%)	84.7
48	2022131009	BAYU INDRA PURNOMO		74 (40%)	95 (30%)	85 (30%)	83.6