

PRESENSI : MANAJEMEN PENJUALAN (JUMAT 18.30-21.00)

o	Hari / Tanggal	Mulai	Selesai	Rencana & Realisasi Materi	Pengajar	Ruang	Hadir	%	Absen
1	Jumat, 11 Sep 2020	18:30	21:00	Pendahuluan : Profesi Penjualan <hr/> Pertemuan 1 (Pendahuluan : Profesi Penjualan)	Asep Imam Sujoni Sungkawa, SE., MM	210	46	88.46	
2	Jumat, 18 Sep 2020	18:30	21:00	Relationship Marketing <hr/> Relationship Marketing	Asep Imam Sujoni Sungkawa, SE., MM	210	49	94.23	
3	Jumat, 25 Sep 2020	18:30	21:00	Etika dalam Penjualan <hr/> Etika dalam Penjualan	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
4	Jumat, 2 Okt 2020	18:30	21:00	<hr/> Psychology of Selling	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
5	Jumat, 9 Okt 2020	18:30	21:00	<hr/> Communication for Relationship Building	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
6	Jumat, 16 Okt 2020	18:30	21:00	<hr/> Sales Knowledge	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	

o	Hari / Tanggal	Mulai	Selesai	Rencana & Realisasi Materi	Pengajar	Ruang	Hadir	%	Absen
7	Jumat, 23 Okt 2020	18:30	21:00	PROSPECTING	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
8	Jumat, 6 Nov 2020	18:30	21:00	Ujian Tengah Semester	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
9	Jumat, 13 Nov 2020	18:30	21:00	Planing & Presentation Method	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
10	Jumat, 20 Nov 2020	18:30	21:00	Presentation strategy	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
11	Jumat, 27 Nov 2020	18:30	21:00	Elemen2 great sales presentation	Asep Imam Sujoni Sungkawa, SE., MM	210	51	98.08	
12	Jumat, 4 Des 2020	18:30	21:00	Handling objection	Asep Imam Sujoni Sungkawa, SE., MM	210	51	98.08	
13	Jumat, 11 Des 2020	18:30	21:00	Closing Begin the Relationship	Asep Imam Sujoni Sungkawa, SE., MM	210	50	96.15	
14	Jumat, 18	18:30	21:00		Asep Imam Sujoni	210	52	100.00	

o	Hari / Tanggal	Mulai	Selesai	Rencana & Realisasi Materi	Pengajar	Ruang	Hadir	%	Absen
	Des 2020			Service & Follow up for customer retention	Sungkawa, SE., MM				
16	Selasa, 5 Jan 2021	18:30	21:00	Territorial, time sales management	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	
15	Jumat, 8 Jan 2021	18:30	21:00	Ujian Akhir Semester	Asep Imam Sujoni Sungkawa, SE., MM	210	52	100.00	

DAFTAR ABSENSI : MANAJEMEN PENJUALAN (JUMAT 18.30-21.00)**LAPORAN PROSENTASE ABSENSI MAHASISWA
MANAJEMEN
2020/2021 GASAL**

Mata kuliah : Manajemen Penjualan Nama Kelas : 05

Dosen Pengajar : Asep Imam Sujoni Sungkawa, SE., MM

No	NIM	NAMA	JUMLAH KULIAH	JUMLAH ALFA	JUMLAH HADIR	JUMLAH IJIN	JUMLAH SAKIT	JUMLAH TERHITUNG HADIR	PROSENTASE
1	17113048	ANNISA RAHMADYA	16	0	16	0	0	16	100%
2	19111004	ADI SINTA NURJANAH	16	0	16	0	0	16	100%
3	20111009	ANISA FAUZIAH	16	0	15	1	0	16	100%
4	20111003	ERIK DIRGAYANTO	16	1	15	0	0	15	93.75%
5	19111015	ASTUTI WULANDARI	16	0	16	0	0	16	100%
6	17113057	CHICHI HARDIYANTI	16	0	12	4	0	16	100%
7	19111031	ZIKRI SYAHRU RAMADHAN	16	0	16	0	0	16	100%
8	20111007	MADE YOGA PRANATA	16	2	14	0	0	14	87.5%
9	20111018	MUHAMMAD FADIL ARHAN	16	0	16	0	0	16	100%
10	19111021	AHMAD MARULLOH	16	0	16	0	0	16	100%
11	19111010	BELLA SURYANI	16	0	14	2	0	16	100%
12	20111014	ARIO MEGANTORO	16	0	16	0	0	16	100%
13	20111013	NABILLA SITI KHAIRUNISSA	16	0	16	0	0	16	100%
14	17113047	LENA	16	0	14	2	0	16	100%
15	19111009	DIAN DWI ISLAMİYATI	16	0	16	0	0	16	100%
16	20111015	KUNCORO BAYU AJIE	16	0	16	0	0	16	100%
17	17113041	LOLITA ARYANI GINTING. S	16	0	16	0	0	16	100%
18	20111008	ROZI SOLEHUDDIN	16	0	16	0	0	16	100%
19	19113066	NONI NOVIYANTI LETARIE SITINJAK	16	1	15	0	0	15	93.75%
20	20111020	NURBAITI IPAENIN	16	0	14	0	0	14	87.5%

21	17113045	NILA KRISTIANA	16	0	14	2	0	16	100%
22	19111012	ARISTA AGUSTINA YASMIN	16	0	16	0	0	16	100%
23	19111016	LAILI IZATI AFIFAH	16	0	16	0	0	16	100%
24	19111002	INDAH MEGA LESTARI	16	0	16	0	0	16	100%
25	20111004	YENI ANDINI	16	0	15	1	0	16	100%
26	20111002	ANIEK ENDAH SULISTIOWATI	16	0	16	0	0	16	100%
27	17113052	YOLANDA NOVITA SAMUEL	16	0	16	0	0	16	100%
28	20111016	MUHAMMAD SEGER	16	0	16	0	0	16	100%
29	19111005	ABDURROHMAN	16	0	14	2	0	16	100%
30	20111017	ACHMAD FATHULLAH	16	0	16	0	0	16	100%
31	19113063	MUHAMMAD FAHRI	16	1	14	1	0	15	93.75%
32	20111012	RIFA ROIHATUL ZANAH	16	0	15	1	0	16	100%
33	17113042	ADITIYA	16	0	16	0	0	16	100%
34	17113056	REZA ALDO ZULFERDI	16	0	16	0	0	16	100%
35	19111006	ANNISA ULKHASANAH	16	0	16	0	0	16	100%
36	20111021	FARHAN NAUFAL HERMAWAN	16	0	14	0	0	14	87.5%
37	17113054	DANIK AFTARI	16	0	16	0	0	16	100%
38	19111008	RATNA WATI	16	0	16	0	0	16	100%
39	20111022	DEWANTO WIBISONO	16	0	14	0	0	14	87.5%
40	19113071	KANA NUR ASLAMIAH	16	1	15	0	0	15	93.75%
No	NIM	NAMA	JUMLAH KULIAH	JUMLAH ALFA	JUMLAH HADIR	JUMLAH IJIN	JUMLAH SAKIT	JUMLAH TERHITUNG HADIR	PROSENTASE
41	17113053	AAS ROHANDI	16	0	15	1	0	16	100%
42	20111005	SITI KHODIJAH NASUTION	16	0	16	0	0	16	100%
43	19111022	NURCHOLISH AHMAD	16	0	15	1	0	16	100%
44	19111011	MUHAMAD FADHIL RIYANTO	16	0	16	0	0	16	100%
45	19111013	NOVA AYU LESTARI	16	0	16	0	0	16	100%

46	19111001	DHITA FEBRIYANTI	16	0	15	1	0	16	100%
47	19111003	ELFRIDA ELISABET BR. TANGGANG	16	0	16	0	0	16	100%
48	19113064	SUBEHAN NURDIN	16	1	14	1	0	15	93.75%
49	19111017	PRIDYANKA GALUH MEULYA	16	0	16	0	0	16	100%
50	17113051	AULIA	16	0	16	0	0	16	100%
51	19111007	ADE AULIA RAHMAH	16	0	16	0	0	16	100%
52	19111014	RISKA OKTYA ANGGARSARI	16	0	15	1	0	16	100%

DAFTAR NILAI :: MANAJEMEN PENJUALAN (JUMAT 18.30-21.00)

No	NIM	Nama	Info	Hadir (%)	TUGAS INDIVIDU (40.00%)	UTS (30.00%)	UAS (30.00%)	Nilai	Grade	Lulus
1	17113041	LOLITA ARYANI GINTING. S		100.00	86.00	83.00	86.00	85.10	A	
2	17113042	ADITIYA		100.00	80.00	80.00	82.00	80.60	A-	
3	17113045	NILA KRISTIANA		100.00	85.00	78.00	50.00	72.40	B	
4	17113047	LENA		100.00	80.00	80.00	80.00	80.00	A-	
5	17113048	ANNISA RAHMADYA		100.00	80.00	80.00	76.00	78.80	B+	
6	17113051	AULIA		100.00	80.00	65.00	76.00	74.30	B	
7	17113052	YOLANDA NOVITA SAMUEL		100.00	85.00	68.00	80.00	78.40	B+	
8	17113053	AAS ROHANDI		100.00	85.00	65.00	78.00	76.90	B+	
9	17113054	DANIK AFTARI		100.00	80.00	68.00	80.00	76.40	B+	
10	17113056	REZA ALDO ZULFERDI		100.00	80.00	80.00	82.00	80.60	A-	
11	17113057	CHICHI HARDIYANTI		100.00	85.00	78.00	80.00	81.40	A-	
12	19111001	DHITA FEBRIYANTI		100.00	80.00	80.00	78.00	79.40	B+	

No	NIM	Nama	Info	Hadir (%)	TUGAS INDIVIDU (40.00%)	UTS (30.00%)	UAS (30.00%)	Nilai	Grade	Lulus
13	19111002	INDAH MEGA LESTARI		100.00	90.00	70.00	90.00	84.00	A-	
14	19111003	ELFRIDA ELISABET BR. TANGGANG		100.00	80.00	65.00	82.00	76.10	B+	
15	19111004	ADI SINTA NURJANAH		100.00	85.00	80.00	80.00	82.00	A-	
16	19111005	ABDURROHMAN		100.00	85.00	80.00	80.00	82.00	A-	
17	19111006	ANNISA ULKHASANAH		100.00	85.00	55.00	74.00	72.70	B	
18	19111007	ADE AULIA RAHMAH		100.00	80.00	78.00	80.00	79.40	B+	
19	19111008	RATNA WATI		100.00	85.00	78.00	80.00	81.40	A-	
20	19111009	DIAN DWI ISLAMİYATI		100.00	80.00	76.00	80.00	78.80	B+	
21	19111010	BELLA SURYANI		100.00	80.00	76.00	78.00	78.20	B+	
22	19111011	MUHAMAD FADHIL RIYANTO		100.00	80.00	81.00	80.00	80.30	A-	
23	19111012	ARISTA AGUSTINA		100.00	80.00	81.00	80.00	80.30	A-	

No	NIM	Nama	Info	Hadir (%)	TUGAS INDIVIDU (40.00%)	UTS (30.00%)	UAS (30.00%)	Nilai	Grade	Lulus
		YASMIN								
24	19111013	NOVA AYU LESTARI		100.00	85.00	78.00	82.00	82.00	A-	
25	19111014	RISKA OKTYA ANGGARSARI		100.00	85.00	68.00	82.00	79.00	B+	
26	19111015	ASTUTI WULANDARI		100.00	85.00	76.00	80.00	80.80	A-	
27	19111016	LAILI IZATI AFIFAH		100.00	85.00	80.00	80.00	82.00	A-	
28	19111017	PRIDYANKA GALUH MEULYA		100.00	85.00	81.00	74.00	80.50	A-	
29	19111021	AHMAD MARULLOH		100.00	85.00	80.00	82.00	82.60	A-	
30	19111022	NURCHOLISH AHMAD		100.00	85.00	76.00	80.00	80.80	A-	
31	19111031	ZIKRI SYAHRU RAMADHAN		100.00	80.00	78.00	80.00	79.40	B+	
32	19113063	MUHAMMAD FAHRI		93.75	50.00	65.00	60.00	57.50	C	
33	19113064	SUBEHAN		93.75	80.00	63.00	76.00	73.70	B	

No	NIM	Nama	Info	Hadir (%)	TUGAS INDIVIDU (40.00%)	UTS (30.00%)	UAS (30.00%)	Nilai	Grade	Lulus
		NURDIN								
34	19113066	NONI NOVIYANTI LETARIE SITINJAK		93.75	85.00	83.00	80.00	82.90	A-	
35	19113071	KANA NUR ASLAMİYAH		93.75	80.00	78.00	78.00	78.80	B+	
36	20111002	ANIEK ENDAH SULISTIOWATI		100.00	80.00	76.00	76.00	77.60	B+	
37	20111003	ERIK DIRGAYANTO		93.75	80.00	78.00	80.00	79.40	B+	
38	20111004	YENI ANDINI		100.00	80.00	78.00	80.00	79.40	B+	
39	20111005	SITI KHODIJAH NASUTION		100.00	80.00	83.00	78.00	80.30	A-	
40	20111007	MADE YOGA PRANATA		87.50						
41	20111008	ROZI SOLEHUDDIN		100.00	80.00	76.00	74.00	77.00	B+	
42	20111009	ANISA FAUZIAH		100.00	80.00	78.00	82.00	80.00	A-	
43	20111012	RIFA ROIHATUL ZANAH		100.00	80.00	80.00	78.00	79.40	B+	

No	NIM	Nama	Info	Hadir (%)	TUGAS INDIVIDU (40.00%)	UTS (30.00%)	UAS (30.00%)	Nilai	Grade	Lulus
44	20111013	NABILLA SITI KHAIRUNISSA		100.00	85.00	76.00	80.00	80.80	A-	
45	20111014	ARIO MEGANTORO		100.00	85.00	80.00	78.00	81.40	A-	
46	20111015	KUNCORO BAYU AJIE		100.00	80.00	76.00	78.00	78.20	B+	
47	20111016	MUHAMMAD SEGER		100.00	85.00	81.00	80.00	82.30	A-	
48	20111017	ACHMAD FATHULLAH		100.00	80.00	80.00	78.00	79.40	B+	
49	20111018	MUHAMMAD FADIL ARHAN		100.00	80.00	81.00	78.00	79.70	B+	
50	20111020	NURBAITI IPAENIN		87.50	85.00	83.00	80.00	82.90	A-	
51	20111021	FARHAN NAUFAL HERMAWAN		87.50	80.00	78.00	78.00	78.80	B+	
52	20111022	DEWANTO WIBISONO		87.50	80.00	76.00	80.00	78.80	B+	

