Name of Student: Dewi Haerani
Name of Examiner: Ir. Yulita Fairina Susanti, M.Sc, Ph.D

		Unsatisfactory Range: 50 - 60	Satisfactory Range: 61 - 84	Exemplary Range: 85 - 100	Score Range: 50 - 100	tidak diisi
Contents (70%)						
1	Research Background (15%)	Has stated Information that has little to do with or does not cover topic.	Information clearly covers the topic, but not captivating. The examples are provided in general.	Has stated Comprehensive information, Clear, focused, interesting topics, it includes several supporting details/examples	93	13.95
2	Research Gap (10%)	Has stated research gap, research problems and research questions unclearly or not stated at all, providing low level of need for study.	Has stated research gap, research problems and research questions adequately, providing adequate levels of need for study.	Has stated research gap, research problems and research questions clearly, providing a high level of need for study.	93	9.3
3	Theoretical Review (15%)	Little or no reference is found throughout the works.	Textbooks are used for building the research framework, however no previous research from any journal- article is referred.	Textbooks and relevant journal-articles are used to support the research framework; at least one previous study is used to build the research model.	92	13.8
4	Research Methods (15%)	The research strategy is defined but lack of a research model, sampling design, and data collection method. The strategy need improvements.	The research strategy, research model, and sampling design are clearly defined and explained.	The research is well executed with an excellent data collection process. Each step in the research is well documented and reported.	93	13.95
5	Alignment between topic & content (10%)	Little or no alignment between topic and content.	The research questions are aligned with the topic; research models can reflex the topic's problems.	In addition to alignment in the research questions and the models; conclusions, recommendations, and further research proposals answer the topic's problems.	92	9.2
6	Format of Paper & References (5%)	Not following the guidelines from IPMI (no formatting at all). Has below 14 references.	Following the guidelines from IPMI (Format, etc.) but found some errors has 15-20 references.	Following the guidelines from IPMI (Format, etc.) has more than 21 references	91	4.55
		TOTAL CONTENT (70%)		64.63333333	64.75
Presentation (3	10/70)					
1	Format of Presentation (5%)	Presentation slides are not well organized. Uses small fonts and unreadable graphics.	Presentation slides are well organized, using appropriate fonts and graphics.	Illustrations are used very well. Slides are neat and eye-catching.	93	4.65
2		not well organized. Uses small fonts and	well organized, using appropriate fonts and	well. Slides are neat and	93	4.65 9.3
	Presentation (5%)	not well organized. Uses small fonts and unreadable graphics. The content does not describe the thesis	well organized, using appropriate fonts and graphics. The content describes some facts and interpretations, however it needs	well. Slides are neat and eye-catching. The content focuses on the important facts and interpretations. Results of the study are well		
2	Presentation (5%) Clarity (10%)	not well organized. Uses small fonts and unreadable graphics. The content does not describe the thesis appropriately. The presenter is nervous and not able to deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from	well organized, using appropriate fonts and graphics. The content describes some facts and interpretations, however it needs improvements. The presenter deliver the content properly, however he/she depends on his/her notes and in many occasions ignore eye contacts.	well. Slides are neat and eye-catching. The content focuses on the important facts and interpretations. Results of the study are well described and inspiring. The presenter is able to deliver a lucid presentation. His/her presentation is inspiring and he/she is able to keep enthusiasm of the	93	9.3

TOTAL PROPOSAL DEFENSE GRADE

Т	AVERAGE	
Chairperson	92.43333333	
Mentor	92.51666667	
Mentor 2	93.13333333	
Examiner	90.31666667	92.1

ASSESSMENT OF STUDENT'S PERFORMANCE

IPMI IN	Grade definitions		
Grade	Score*)	Raw Score	Grade delimitions
A+	4.00	95 – 100	Superior Achievement
A	4.00	90 – 94	
A-	3.70	85 – 89	
B+	3.30	80 – 84	Satisfactorily demonstrated potentiality for professional achievement in field of study
В	3.00	75 – 79	
B-	2.70	70 – 74	
C+	2.30	65 – 69	Passed the course but did not do work indicative of potentiality for professional achievement in field of study
С	2.00	60 – 64	
C-	1.70	<60 - Fail	Is assigned when a student simply has not performed adequately to meet the minimal standards of the Faculty. (FAIL)

9

Name of Student: Dewi Haerani
Name of Examiner: Prof. Ir. H. M. Roy Sembel, MBA, Ph.D, CSA, CIB

_		Unsatisfactory Range: 50 - 60	Satisfactory Range: 61 - 84	Exemplary Range: 85 - 100	Score Range: 50 - 100	tidak diisi
Contents ((70%)	1				
1	Research Background (15%)	Has stated Information that has little to do with or does not cover topic.	Information clearly covers the topic, but not captivating. The examples are provided in general.	Has stated Comprehensive information, Clear, focused, interesting topics, it includes several supporting details/examples	95	14.25
2	Research Gap (10%)	Has stated research gap, research problems and research questions unclearly or not stated at all, providing low level of need for study.	Has stated research gap, research problems and research questions adequately, providing adequate levels of need for study.	Has stated research gap, research problems and research questions clearly, providing a high level of need for study.	90	9
3	Theoretical Review (15%)	Little or no reference is found throughout the works.	Textbooks are used for building the research framework, however no previous research from any journal- article is referred.	Textbooks and relevant journal-articles are used to support the research framework; at least one previous study is used to build the research model.	88	13.2
4	Research Methods (15%)	The research strategy is defined but lack of a research model, sampling design, and data collection method. The strategy need improvements.	The research strategy, research model, and sampling design are clearly defined and explained.	The research is well executed with an excellent data collection process. Each step in the research is well documented and reported.	88	13.2
5	Alignment between topic & content (10%)	Little or no alignment between topic and content.	The research questions are aligned with the topic; research models can reflex the topic's problems.	In addition to alignment in the research questions and the models; conclusions, recommendations, and further research proposals answer the topic's problems.	91	9.1
6	Format of Paper & References (5%)	Not following the guidelines from IPMI (no formatting at all). Has below 14 references.	Following the guidelines from IPMI (Format, etc.) but found some errors has 15-20 references.	Following the guidelines from IPMI (Format, etc.) has more than 21 references	95	4.75
		TOTAL CONTEN	Г (70%)		63.81666667	63.5
Presentati	ion (30%)					
1	Format of Presentation (5%)	Presentation slides are not well organized. Uses small fonts and unreadable graphics.	Presentation slides are well organized, using appropriate fonts and	Illustrations are used very well. Slides are neat and eye-catching.	97	
			graphics.			4.85
2	Clarity (10%)	The content does not describe the thesis appropriately.	The content describes some facts and interpretations, however it needs improvements.	The content focuses on the important facts and interpretations. Results of the study are well described and inspiring.	95	4.85
2	Clarity (10%) Individual Performance (15%)	The content does not describe the thesis	The content describes some facts and interpretations, however it needs	important facts and interpretations. Results of the study are well	95 95	9.5
	Individual	The content does not describe the thesis appropriately. The presenter is nervous and not able to deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from	The content describes some facts and interpretations, however it needs improvements. The presenter deliver the content properly, however he/she depends on his/her notes and in many occasions ignore eye contacts.	important facts and interpretations. Results of the study are well described and inspiring. The presenter is able to deliver a lucid presentation. His/her presentation is inspiring and he/she is able to keep enthusiasm of the		

ASSESSMENT OF STUDENT'S PERFORMANCE

IPMI IN	IPMI INTERNATIONAL BUSINESS SCHOOL				
Grade	Score*)	Raw Score	Grade definitions		
A+	4.00	95 – 100	Superior Achievement		
A	4.00	90 – 94			
A-	3.70	85 – 89			
B+	3.30	80 – 84	Satisfactorily demonstrated potentiality for professional achievement in field of study		
В	3.00	75 – 79			
B-	2.70	70 – 74			
C+	2.30	65 – 69	Passed the course but did not do work indicative of potentiality for professional achievement in field of study		
С	2.00	60 – 64			
C-	1.70	<60 - Fail	Is assigned when a student simply has not performed adequately to meet the minimal standards of the Faculty. (FAIL)		

Name of Student: Dewi Haerani
Name of Examiner: Dr. Melinda Malau, SE.,MM.,CBV.,CFRM.,CFA.,CPA

		Unsatisfactory	Satisfactory	Exemplary	Score	
It is stated information clearly covers the topic, but the following the modern or cover topic. Research Background (15%) Research Gap (19%) Theoretical Review (15%) Theo	Contents (70%)					tidak diis
Research Gap (1004) Theoretical Review (LSN) The research strategy is defined but lack of a collection method. The strategy is defined but lack of a collection method. The strategy is defined but lack of a collection method. The strategy is defined but lack of a collection method. The strategy is defined but lack of a collection method. The strategy is defined but lack of a collection method. The strategy is defined but lack of a collection method. The strategy is defined and sonates. The research strategy is defined and strategy is defined but lack of a collection method. The strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is defined and sonates in the strategy is defined and sonates. The research strategy is def	1 Research Backgro	that has little to do with	covers the topic, but not captivating. The examples are provided	information, Clear, focused, interesting topics, it includes several supporting	90	13.5
The research strategy is defined but liet of a previous turby used to support the research framework, now support the research framework at least one previous study is used to support the research framework at least one previous study is used to support the research framework at least one previous study is used to support the research model. Amount of the study is used to support the research is well occurrent data collection process. Each step in the research is well defined and reported. The research strategy is defined and explained. The research strategy research model, among the special strategy research strategy research strategy research model, among the special strategy research model, among the special strategy research model, among the special strategy research strategy research model, among the special strategy research strategy research strategy, research model, among the special strategy research model, among the research strategy, research model, among the research st	2 Research Gap (10	research problems and research questions unclearly or not stated at all, providing low level of	gap, research problems and research questions adequately, providing adequate levels of need for	research problems and research questions clearly, providing a high level of	90	
The research strategy is defined but lack of a research model, sand data collection method. The strategy need improvements. The research strategy research model, sand data collection method. The strategy need improvements. The research strategy research model, and sampling design are clearly defined and explained. The research questions are aligned with the topic problems. The research questions and the models can reflex the topic's problems. The research questions and the research questions and the models conclusions, and further research proposals answer the topic's problems. The research models can reflex the topic's problems. The research questions and the models can reflex the topic's problems. The research questions and the research questions and the models conclusions, and further research proposals answer the topic's problems. 94 and the models conclusions, and further research proposals answer the topic's problems. 95 and reflex the topic's problems. 96 and the models can reflex the topic's problems. 97 and further research substitute the problems. 98 and further research substitute the problems. 99 and the models can reflex the topic's problems. 99 and the models can reflex the topic's problems. 90 and further research proposals answer the topic's problems. 90 and further research proposals answer the topic's problems. 90 and further research through the guidelines from IPMI (Format, etc.) but flowed on the problems. 90 and further research questions and the models can reflex the topic's problems. 91 and the models can reflex the topic's problems. 92 and further research questions and the models can reflex the topic's problems. 93 and further research questions and the models can reflex the topic's problems. 94 and further research questions and the models can reflex the topic's problems. 95 and further research questions and the models can reflex the topic's problems. 11 because the topic's problems. 12 clarity (10%) The content does not described and interpretations, flexi	3 1	found throughout the	building the research framework, however no previous research from any journal-	journal-articles are used to support the research framework; at least one previous study is used to	92	12.8
The research questions and undestion to alignment between topic and content. The research questions and undestions are aligned with the topic's problems. The research questions and the models; conclusions, and further research proposals aneffect the topic's problems. 9,4	Δ Ι	defined but lack of a research model, sampling design, and data collection method. The strategy need	research model, and sampling design are clearly defined and	executed with an excellent data collection process. Each step in the research is well documented and	93	
Format of Paper & guidelines from IPMI (Format, etc.) but formatting at all). Has below 14 references. TOTAL CONTENT (70%) Presentation (30%) Presentation (5%) Presentation slides are not well organized. Used small forths and unreadable graphics. The content does not describe the thesis appropriately. The presenter is nervous and not able to deliver the content property, The presenter of the looks at higher notes instead of trying to build trust from the audience. The presenter of the notes and the presenter of the looks at higher notes instead of trying to build trust from the audience. Prellowing the guidelines from IPMI (Format, etc.) but found some errors has 15-20 references. Following the guidelines from IPMI (Format, etc.) but found some errors has 15-20 references. Following the guidelines from IPMI (Format, etc.) but form IPMI (Format, etc.) but found some errors has 15-20 references. 4.75 4.75 The content does not describe the thesis appropriately. The content does not describe the thesis appropriately. The presenter is nervous and not able to deliver the content properly, he well-defined to the presenter of the study are sailed to deliver a lucid presentation. His/her presentation is inspiring and hef-she is able to keep enthusiasm of the audience. 14.75		between topic and	questions are aligned with the topic; research models can reflex the topic's	the research questions and the models; conclusions, recommendations, and further research proposals answer the topic's	94	
TOTAL CONTENT (70%) Format of Presentation slides are not well organized. Uses small fonts and unreadable graphics. The content does not describe the thesis appropriately. The presenter is nervous and not able to deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from the audience. Total CONTENT (70%) Presentation slides are well organized, using appropriate fonts and graphics. The content describes some facts and interpretations, however it needs improvements. The content describes some facts and interpretations, however it needs improvements. The presenter deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from the audience. The presenter deliver the content properly, however he/she presentation on his/her notes and in many occasions ignore eye contacts. The presenter deliver the content properly, however he/she presentation is inspiring and he/she is able to keep enthusiasm of the audience. 94 4.75		& guidelines from IPMI (no formatting at all). Has	guidelines from IPMI (Format, etc.) but found some errors has	from IPMI (Format, etc.) has more than 21	95	
Presentation slides are not well organized. Uses small fonts and unreadable graphics. The content does not describe the thesis appropriately. The content describes appropriately. The content describes some facts and interpretations, however it needs improvements. The presenter is nervous and not able to deliver the content properly, The presenter often looks at his/her notes instead of trying to build trust from the audience. Presentation slides are well organized, using appropriate fonts and eye-catching. 1 Illustrations are used very well. Slides are neat and eye-catching. 1 The content describes some facts and interpretations. Results of the study are well described and inspiring. 9 The presenter deliver the content properly, however he/she dopends on his/her notes and in many occasions ignore eye contacts. 1 The presenter describes to the important facts and interpretations. Results of the study are well described and inspiring. 9 The presenter is nervous and not able to deliver the content properly, however he/she motes and in many occasions ignore eye contacts. 1 The presenter is nervous and in many occasions ignore eye contacts.	(200/)	TOTAL CONTEN	T (70%)		64.63333333	
The content does not describe the thesis appropriately. The presenter is nervous and not able to deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from the audience. The content describes some facts and interpretations. Results of the study are well described and inspiring. The presenter deliver the content properly, however he/she depends on his/her notes and in many occasions ignore eye contacts. The presenter focuses on the important facts and interpretations. Results of the study are well described and inspiring. 96 The presenter is nervous and not able to deliver the content properly, however he/she depends on his/her notes and in many occasions ignore eye contacts.	1 Format of	not well organized. Uses small fonts and	well organized, using appropriate fonts and	well. Slides are neat and	95	4.75
The presenter is nervous and not able to deliver the content properly, however he/she depends on his/her presenter often looks at his/her notes instead of trying to build trust from the audience. The presenter deliver the content properly, however he/she depends on his/her presentation is inspiring and he/she is able to keep enthusiasm of the audience. The presenter is able to deliver a lucid presentation. His/her presentation is inspiring and he/she is able to keep enthusiasm of the audience. 14.1	2 Clarity (10%)	describe the thesis	some facts and interpretations, however it needs	important facts and interpretations. Results of the study are well	96	
		and not able to deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from	the content properly, however he/she depends on his/her notes and in many occasions ignore eye	deliver a lucid presentation. His/her presentation is inspiring and he/she is able to keep enthusiasm of the	94	
		TOTAL PRESEN	TATION	1	28.5	17.1

TOTAL 93.1333333 13.97

ASSESSMENT OF STUDENT'S PERFORMANCE

IPMI IN	Grade definitions		
Grade	Score*)	Raw Score	Grade delimitions
A+	4.00	95 – 100	Superior Achievement
Α	4.00	90 – 94	
A-	3.70	85 – 89	
B+	3.30	80 – 84	Satisfactorily demonstrated potentiality for professional achievement in field of study
В	3.00	75 – 79	
B-	2.70	70 – 74	
C+	2.30	65 – 69	Passed the course but did not do work indicative of potentiality for professional achievement in field of study
С	2.00	60 – 64	
C-	1.70	<60 - Fail	Is assigned when a student simply has not performed adequately to meet the minimal standards of the Faculty. (FAIL)

Name of Student: Dewi Haerani
Name of Examiner: Dr. Melinda Malau, SE.,MM.,CBV.,CFRM.,CFA.,CPA

		Unsatisfactory	Satisfactory	Exemplary	Score	
		Range: 50 - 60	Range: 61 - 84	Range: 85 - 100	Range: 50 - 100	tidak diisi
Contents (70%)	1	1	1		
1	Research Background (15%)	Has stated Information that has little to do with or does not cover topic.	Information clearly covers the topic, but not captivating. The examples are provided in general.	Has stated Comprehensive information, Clear, focused, interesting topics, it includes several supporting details/examples	92	13.8
2	Research Gap (10%)	Has stated research gap, research problems and research questions unclearly or not stated at all, providing low level of need for study.	Has stated research gap, research problems and research questions adequately, providing adequate levels of need for study.	Has stated research gap, research problems and research questions clearly, providing a high level of need for study.	90	9
3	Theoretical Review (15%)	Little or no reference is found throughout the works.	Textbooks are used for building the research framework, however no previous research from any journal- article is referred.	Textbooks and relevant journal-articles are used to support the research framework; at least one previous study is used to build the research model.	90	13.5
4	Research Methods (15%)	The research strategy is defined but lack of a research model, sampling design, and data collection method. The strategy need improvements.	The research strategy, research model, and sampling design are clearly defined and explained.	The research is well executed with an excellent data collection process. Each step in the research is well documented and reported.	90	13.5
5	Alignment between topic & content (10%)	Little or no alignment between topic and content.	The research questions are aligned with the topic; research models can reflex the topic's problems.	In addition to alignment in the research questions and the models; conclusions, recommendations, and further research proposals answer the topic's problems.	89	8.9
6	Format of Paper & References (5%)	Not following the guidelines from IPMI (no formatting at all). Has below 14 references.	Following the guidelines from IPMI (Format, etc.) but found some errors has 15-20 references.	Following the guidelines from IPMI (Format, etc.) has more than 21 references	90	4.5
Dunnantati	/20%\	TOTAL CONTEN	Т (70%)		63.11666667	63.2
Presentati	Format of Presentation (5%)	Presentation slides are not well organized. Uses small fonts and unreadable graphics.	Presentation slides are well organized, using appropriate fonts and graphics.	Illustrations are used very well. Slides are neat and eye-catching.	90	4.5
2	Clarity (10%)	The content does not describe the thesis appropriately.	The content describes some facts and interpretations, however it needs improvements.	The content focuses on the important facts and interpretations. Results of the study are well described and inspiring.	90	9
3	Individual Performance (15%)	The presenter is nervous and not able to deliver the content properly. The presenter often looks at his/her notes instead of trying to build trust from the audience.	The presenter deliver the content properly, however he/she depends on his/her notes and in many occasions ignore eye contacts.	The presenter is able to deliver a lucid presentation. His/her presentation is inspiring and he/she is able to keep enthusiasm of the audience.	92	13.8
		TOTAL DESCRIP	TATION		27.2	
		TOTAL PRESENT	AHUN		21.2	27.3

TOTAL 90.31666667 13.5475

ASSESSMENT OF STUDENT'S PERFORMANCE

IPMI IN	Grade definitions		
Grade	Score*)	Raw Score	Grade delimitions
A+	4.00	95 – 100	Superior Achievement
A	4.00	90 – 94	
A-	3.70	85 – 89	
B+	3.30	80 – 84	Satisfactorily demonstrated potentiality for professional achievement in field of study
В	3.00	75 – 79	
B-	2.70	70 – 74	
C+	2.30	65 – 69	Passed the course but did not do work indicative of potentiality for professional achievement in field of study
С	2.00	60 – 64	
C-	1.70	<60 - Fail	Is assigned when a student simply has not performed adequately to meet the minimal standards of the Faculty. (FAIL)