

STUDENT SCORE

Subject : Law 2

Study Program : Aviation Management

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Andrea Kurnadi, Nugraha Jayapraja



Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201711007	NADHIF MUHAMMAD FARHAN	84	75	-	79	B
11201711001	DEVIA AVIANTY AGUSTINE	95	80	-	86	A

Prepared by

Acknowledge by

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. & Andrea Kurnadi & Nugraha Jayapraja

Lecturer

Head of Department / Dean



STUDENT SCORE

Subject : Law 2

Study Program : Hotel and Tourism Management

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Andrea Kurnadi, Nugraha Jayapraja

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201910004	INNOCENTIUS HERDARUWISNU	0	0	-	0	F
11201710005	WILBERT MELVERN	50	70	70	62	C
11201710004	PUTRI AIDA ALGHIFARY	93	100	-	97	A
11201710003	SAFRINI THIRDA NURHAFISA	88	75	-	80	B
11201710002	ESTRELLA NATALIA	77	88	-	84	B
11201610008	CLARA HANDAYANI	74	85	-	81	B

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Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. & Andrea Kurnadi & Nugraha Jayapraja
Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean

STUDENT SCORE

Subject : Law 2

Study Program : International Business Administration

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Andrea Kurnadi , Nugraha Jayapraja



Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201808009	DANIEL ROMPAS	33	0	-	13	F
11201808003	IGNATIUS ADI BAGASKARA	0	0	-	0	F
11201708012	MUCHACHA BONITA	93	100	-	97	A
11201708009	NATASHA EKA NOVIANTI	95	100	-	98	A
11201708008	DEVARA FADHLURRAHMAN TRISNA SAPUTRA	93	90	-	91	A
11201708007	IMAM JASSIM MUHAMMAD	89	100	-	96	A
11201708006	MUHAMMAD FADEL RAMADHAN	70	75	-	73	B
11201708004	MAGANITRI KUNDALA PUTRI	97	100	-	99	A

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Lecturer

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Head of Department / Dean



STUDENT SCORE

Subject : Law 2

Study Program : Industrial Engineering

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Andrea Kurnadi , Nugraha Jayapraja

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201704007	SONYA INDRIASTUTI	72	70	-	71	B
11201704006	HAMYREZ JORGHI OSZARWIN	87	90	-	89	A
11201704005	DWI CAHYO WIBOWO	82	70	-	75	B
11201704004	DANIEL WILBERT HENDRASON	94	100	-	98	A
11201704003	RENALDI SANTOSO	0	0	-	0	F
11201704001	MARCELL RAFFAELLO HARTANTO	80	84	-	82	B

Prepared by

Acknowledge by



Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. & Andrea Dr. Ir. Prianggada Indra Tanaya, M.M.E.
Kurnadi & Nugraha Jayapraja
Lecturer

Head of Department / Dean



STUDENT SCORE

Subject : Law 2

Study Program : International Relations

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Andrea Kurnadi , Nugraha Jayapraja

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201707012	FILBERT THEODORUS PUTRA PARENGKUAN	90	85	-	87	A
11201707007	ALEXANDRINA MEDIANTI	88	85	-	86	A
11201707006	DEINERA PIETRA DON NUGROHO	75	95	-	87	A
11201707003	JOY MATILDA WINATA	93	100	-	97	A
11201707002	BENING DHAIVINA DAMARDJATI	99	100	-	100	A
11201707001	ARYO SETYOTAMA	70	91	-	83	B
11201607017	FILEMON RICHARD FRANCHOA	78	82	-	80	B
11201607008	M. KEVIN GARCIA T.	73	0	-	29	F
11201607006	KHANSA GHASANI SADJIDAH	72	80	-	77	B
11201607003	ALDY PUTRA KAUTSAR	68	90	-	81	B

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Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



STUDENT SCORE

Subject : Law 2
Study Program : Management
Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Andrea Kurnadi , Nugraha Jayapraja



Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201709001	MUHAMMAD SATRIODIMO RAMADHAN	82	90	-	87	A
11201609001	RADITYA KEVIN WISNUMURTI	77	50	-	61	C

Prepared by

Acknowledge by

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. & Andrea Kurnadi & Nugraha Jayapraja
Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



Records on Attendance

Law 2 – 2 credit hours per week (2 SKS)

Semester Ganjil 2019/2020

Dr. Samuel PD Anantadjaya, Andrea Kurnadi, MSi & Nugraha Jayapraja, MSi

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
1 Aug 8	Indonesian Legal System	<ul style="list-style-type: none"> Terminology of Law Civil Law (its principles & procedurals) Criminal Law (its principles & procedurals) 	
2 Aug 15	IT Law & E-Commerce Law	<ul style="list-style-type: none"> Understanding IT law perspectives Valid proof of IT products Type of E-Business (B2B, B2C, C2C, C2B) Risk on E-Commerce 	
3 Aug 22	Banking Law	<ul style="list-style-type: none"> Introduction Banking Law Role of Bank Indonesia & OJK 5C and KYC principles 	
4 Aug 29	Evaluation on the previous discussions & chapters	Indonesia Legal System, IT & E-Commerce Law, Banking Law	Quiz 1 Draft 1
5 Sep 5	Capital Market Law	<ul style="list-style-type: none"> Capital Market Placers and issues surrounding its activities Self-Regulatory Organization Private Equities (Roles and Functions) 	
6 Sep 12	Securitization	<ul style="list-style-type: none"> Asset securitization Share securitization Project Financing (Debt or Equity Financing) 	
7 Sep 19	Evaluations on the previous discussions & chapters	Capital Market Law & Securitization	Quiz 2 Draft 2
8	Semester Break	No class, except for make-up classes	
9 Oct 3	Contract Law	<ul style="list-style-type: none"> Understanding Subject, Object and Purpose of a Contract; Problems in contract Law Detecting potential conflict Group Presentation / Class Debate	
10 Oct 10	Corporate Law	<ul style="list-style-type: none"> Various entity in corporate law Protection of minority shareholder BOD & BOC responsibility on corporate action Group Presentation / Class Debate	
11 Oct 17	Agrarian & Environment Law	<ul style="list-style-type: none"> Land Title & Expatriate Ownership Class action and current issues on environmental law Group Presentation / Class Debate	
12 Oct 24	Evaluations on previous discussions & chapters	Contract Law, Corporate Law, Agrarian & Environment Law	Quiz 3 Draft 3
13 Oct 31	Intellectual Property Rights (1)	<ul style="list-style-type: none"> IPR Theory & Current issues on IPR protection Types of IPR Case Study Group Presentation / Class Debate	

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
14 Nov 7	Intellectual Property Rights (2)	<ul style="list-style-type: none"> Types of IPR Case Study Group Presentation / Class Debate	
15 Nov 14	Review & Evaluation	Presentation & review	
16	Semester Break	No class, except for make-up classes only	Final Draft
17/18	Final Examination		

Validated by;
Academics & Representatives of Department Heads





QUIZ-Sociology-A-Individual-14/10/2019

NAME:

Date : Monday, October 14, 2019
 Lecturer(s) : Dr. Samuel Prasetya & Dr (cand) Irma M Nawangwulan, MBA, CPM (Asia)
 Study Program : IBA/AVM/INR
 Semester/ Year : 1/Fall Semester 2019
 Time : 13:00-16:00

Score:

Subject: Management Theory & Sociology

1. **(40 points; 10 points each)** In your opinion, what are the costs and benefits of a lecturer, if he/she relies solely on the **conflict theory**? Please use the table format below to organize your 2 answers for each.

Conflict Theory	
Costs (Negative Impacts)	Benefits (Positive Impacts)
a.	a.
b.	b.

2. **(30 points)** Referring to the above question, in your opinion, how would you **attempt to improve** him/her in teaching with him/her reliance on the **conflict theory**? Please provide 3 attempts of improvement.
3. **(30 points)** Referring to the discussion on the **social capital and the favorable position** that everyone dreams to achieve, in your opinion, how would you attempt to **improve yourself**? Please provide 3 attempts and reasons following the table below in organizing your answers

Trying to Achieve the Social Capital & Favorable Position	
Ways to Improve	Reasons
a.	a.
b.	b.
c.	c.





QUIZ-Sociology-B-Individual-14/10/2019

NAME:

Date	: Monday, October 14, 2019	Score:
Lecturer(s)	: Dr. Samuel Prasetya & Dr (cand) Irma M Nawangwulan, MBA, CPM (Asia)	
Study Program	: IBA/AVM/INR	
Semester/ Year	: 1/Fall Semester 2019	
Time	: 13:00-16:00	

Subject: Management Theory & Sociology

- (30 points)** Referring to the discussion on the **social capital and the favorable position** that everyone dreams to achieve, and the fact that each one of us are learning to become **excellent managers**, in your opinion, what are the vital factors/aspects that you need to achieve that? Please provide 3 factors/aspects and reasons following the table below in organizing your answers

Trying to Achieve the Social Capital & Favorable Position to Become Excellent Managers	
Factors/Aspects	Reasons
a.	a.
b.	b.
c.	c.

- (40 points; 10 points each)** In your opinion, what are the costs and benefits of a lecturer, if he/she relies solely on the **critical theory**? Please use the table format below to organize your 2 answers for each.

Critical Theory	
Costs (Negative Impacts)	Benefits (Positive Impacts)
a.	a.
b.	b.

- (30 points)** Referring to the above question, in your opinion, how would you **attempt to improve** him/her in teaching with him/her reliance on the **critical theory**? Please provide 3 attempts of improvement.





QUIZ-Sociology-C-Individual-14/10/2019

NAME:

Date	: Monday, October 14, 2019	Score:
Lecturer(s)	: Dr. Samuel Prasetya & Dr (cand) Irma M Nawangwulan	
Study Program	: IBA/AVM/INR	
Semester/ Year	: 1/Fall Semester 2019	
Time	: 13:00-16:00	

Subject: Management Theory & Sociology

1. (30 points) Referring to the discussion on the **social capital and the favorable position** that everyone dreams to achieve, and the fact that each one of us are striving for **excellent networking with people**, in your opinion, what are the vital factors/aspects that you need to achieve that? Please provide 3 factors/aspects and reasons following the table below in organizing your answers

Trying to Achieve the Social Capital & Favorable Position to have Excellent Networking	
Factors/Aspects	Reasons
a.	a.
b.	b.
c.	c.

2. (30 points) Referring to the above question, in your opinion, how would you **attempt to improve** him/her in teaching with him/her reliance on the **functional theory**? Please provide 3 attempts of improvement.
3. (40 points; 10 points each) In your opinion, what are the costs and benefits of a lecturer, if he/she relies solely on the **functional theory**? Please use the table format below to organize your 2 answers for each.

Critical Theory	
Costs (Negative Impacts)	Benefits (Positive Impacts)
a.	a.
b.	b.



STUDENT SCORE

Subject : Management Theory & Sociology

Study Program : Aviation Management

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Irma M. Nawangwulan

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201909009	MIFTAH IQBAL RIZKY YOGA ADI PRATAMA	84	65	-	73	B
11201909008	RAFAEL MARIO RENALDI	30	0	-	12	F
11201909007	MARIO JULIAN PRAKOSO	85	100	-	94	A
11201909006	ANRIKO HESYA PRAMUDYA	83	70	-	75	B
11201909005	FADHIL ATHALLAH SAPUTRA	83	85	-	84	B
11201909004	KLIO JESTIN WONG	89	100	-	96	A
11201909003	WIDHI JATI KUSUMAH	91	100	-	97	A
11201909002	BRYAN NATHANAEL	91	100	-	96	A
11201909001	FATHUR ABRAR MATONDANG	85	0	-	34	F

Prepared by

Acknowledge by

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. & Irma M. Nawangwulan

Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



STUDENT SCORE

Subject : Management Theory & Sociology

Study Program : International Business Administration

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Irma M. Nawangwulan

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201908007	TIARA TIARA	0	0	-	0	F
11201908006	DIANANNISA AGUSTINA	0	0	-	0	F
11201908005	PIKAT ARAFAH RIHLAH MUQADDASAH	89	85	-	87	A
11201908004	RENALDO MORGAN	75	0	-	30	F
11201908003	MUHAMMAD FIQRY BIN MUHAMMAD NASIR	90	82	-	85	B
11201908002	PRASASTA AJI ANDARU	92	84	-	87	A

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Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



STUDENT SCORE

Subject : Management Theory & Sociology

Study Program : International Relations

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Irma M. Nawangwulan

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201907016	EDBERT TUNGLIM	86	100	-	94	A
11201907015	HANIF MULYA PRATAMA	88	85	-	86	A
11201907014	WILLMAR HAPOSAN SIHOMBING	87	100	-	95	A
11201907013	IMAJI AKBAR PASYA LASAHIDO	90	100	-	96	A
11201907012	RESSY NARITA	89	100	-	95	A
11201907010	AURELIA VIZAL	85	65	-	73	B
11201907008	ARIELLE KALINDA	90	86	-	88	A
11201907007	IKRAR FAHMI SUPA	89	90	-	89	A
11201907005	VIOLA QATARISA	77	100	-	91	A
11201907004	RISQI SOFY DWI CAHYANI	84	100	-	94	A
11201907003	LAKSHMI DEWI HARISCHANDRA	86	100	-	94	A
11201907002	ELMA TIARASARI	84	90	-	88	A
11201907001	SAMANTHA DEO CHRISTIAN	92	100	-	97	A

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Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



STUDENT SCORE

Subject : Management Theory & Sociology

Study Program : Management

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Irma M. Nawangwulan

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201616001	YOSEF DARIEN DIMAS PUTERA	90	100	-	96	A

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Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



Records on Attendance

Management Theory & Sociology – 3 credit hours per week (3 SKS)

Semester Ganjil 2019/2020

Dr. Samuel PD Anantadjaya & Irma M Nawangwulan, MBA, CPM (Asia)

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
1 Aug 7	Introduction to Management: <ul style="list-style-type: none"> The World of Innovative Management The Evolution of Management Thinking 	Ch. 1 Ch. 2	Group formation
2 Aug 14	The Environment of Management (A): <ul style="list-style-type: none"> The Environment and Corporate Culture Managing in Global Environment 	Ch. 3 Ch. 4	Group Topic selections for Group writing project
3 Aug 21	The Environment of Management (B): <ul style="list-style-type: none"> Managing Ethics and Social Responsibilities Managing Start-Ups and New Ventures 	Ch. 5 Ch. 6	Presentation #1, group 1
4 Aug 28	Planning (A): <ul style="list-style-type: none"> Planning & Goal Setting Strategy Formulation and Execution Managerial Decision Making 	Ch. 7 Ch. 8 Ch. 9	Quiz 1 Draft 1
5 Sep 4	Organizing (A): <ul style="list-style-type: none"> Designing Organization Structure Managing Change and Innovation 	Ch. 10 Ch. 11	Presentation #1, group 2
6 Sep 11	Organizing (B): <ul style="list-style-type: none"> Managing Human Resources Managing Diversity 	Ch. 12 Ch. 13	Group discussion
7 Sep 18	Review Session	Ch. 1-13	Quiz 2 Draft 2
8	Semester Break		
9 Oct 2	Leading (A): <ul style="list-style-type: none"> Understanding Individual Behavior Leadership 	Ch. 14 Ch. 15	Presentation #2, Group 1
10 Oct 9	Motivating employees	Ch. 16	
11 Oct 16	Group & Teams Power, Influence & Leadership	Ch. 18	Quiz 3 Draft 3
12 Oct 23	Interpersonal & Organizational Communication	Ch. 17	Presentation #2, Group 2
13 Oct 30	Controlling: Managing Quality and Performance	Ch. 19	
14 Nov 6	Evaluations on previous chapters and quiz	All Chapter	Quiz 4 Final Draft
15 Nov 13	Silent Break		
16	Final Examination		
17/18			

Validated by;
Academics & Representatives of Department Heads

Records on Attendance
Organizational Behavior & Development – 3 credit hours per week (3 SKS)
Semester Ganjil 2019/2020
Dr. Samuel PD Anantadjaya



Week	Content/Topics of Lecturing	Text Book Chapter	Remark
1 Aug 7	<p>An Overview of Organizational Behavior: What is Organizational Behavior? Organizational Behavior and the Management Process, Organizational Behavior and the Manager's Job, Contemporary Organizational Behavior, Contextual Perspectives on Organizational Behavior, Managing for Effectiveness.</p> <p>The Changing Environment of Organizations: Globalization and Business, Diversity and Business, Technology and Business, Ethics and Corporate Governance, New Employment Relationships.</p>	Ch. 1 Ch. 2	Group assignment: Form group for group paper and presentation
2 Aug 14	<p>Foundations of Individual Behavior: People in Organizations, Personality and Organizations, Attitudes in Organizations, Perception in Organizations, Types of Workplace Behavior.</p>	Ch. 3	Group discussion
3 Aug 21	<p>Motivation in Organizations: The Nature of Motivation, Need-Based Perspectives on Motivation, Process-Based Perspectives on Motivation, Learning-Based Perspectives on Motivation.</p>	Ch. 4	Group discussion
4 Aug 28	<p>Motivating Employee Performance Through Work: Motivation and Employee Performance, Work Design in Organizations, Employee Involvement and Motivation, Flexible Work Arrangements.</p> <p>Motivating Employee Performance Through Rewards: Goal Setting and Motivation, Performance Management in Organizations, Individual Rewards in Organizations, Managing Reward Systems.</p>	Ch. 5 Ch. 6	Group presentation Quiz 1
5 Sep 4	<p>Managing Stress and the Work-Life Balance: The Nature of Stress, Individual Differences and Stress, Common Causes of Stress, Consequences of Stress, Managing Stress in the Workplace, Work-Life Linkages.</p>	Ch. 7	Group discussion
6 Sep 11	<p>Decision Making and Problem Solving: The Nature of Decision Making, The Rational Approach to Decision Making, The Behavioral Approach to Decision Making, Creativity, Problem Solving, and Decision Making.</p>	Ch. 8	Group discussion
7 Sep 18	Evaluations on previous chapters and quiz	All Chapter	Quiz 2
8	Semester Break		
9 Oct 2	<p>Foundations of Interpersonal and Group Behavior: The Interpersonal Nature of Organizations, The Nature of Groups, Types of Groups, Stages of Group Development, Group Performance Factors, Intergroup Dynamics, Group Decision Making in Organizations.</p>	Ch. 9	Group discussion
10	Using Teams in Organizations:	Ch. 10	Group

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
Oct 9	Differentiating Teams from Groups, Benefits and Costs of Teams in Organizations, Types of Teams, Implementing Teams in Organizations, Promoting Team Success.		discussion
11 Oct 16	Communication in Organizations: The Nature of Communication in Organizations, Methods of Communication, The Communication Process, Digital Information Processing and Telecommunications, Communication Networks, Managing Communication.	Ch. 11	Group discussion
12 Oct 23	Traditional Models for Understanding Leadership: The Nature of Leadership, Early Approaches to Leadership, The Emergence of Situational Leadership Models, The LPC Theory of Leadership, The Path-Goal Theory of Leadership, Vroom's Decision Tree Approach to Leadership. Contemporary Views of Leadership in Organizations: Contemporary Situational Theories, Leadership Through the Eyes of Followers, Alternatives to Leadership, The Changing Nature of Leadership, Emerging Issues in Leadership.	Ch. 12 Ch. 13	Group presentation Quiz 3
13 Oct 30	Power, Politics, and Organizational Justice: Influence in Organizations, Power in Organizations, Politics and Political Behavior, Organizational Justice. Conflict and Negotiation in Organizations: The Nature of Conflict in Organizations, Common Forms and Causes of Conflict, Reactions to Conflict, Managing Conflict, Negotiation in Organizations.	Ch. 14 Ch. 15	Group presentation
14 Nov 6	Organization Culture: The Nature of Organization Culture, Creating the Organization Culture, Approaches to Describing Organization Culture, Emerging Issues in Organization Culture, Managing Organization Culture.	Ch. 19	Group discussion
15 Nov 13	Evaluations on previous chapters and quiz	All Chapter	Quiz 4
16	Silent Break		
17/18	Final Examination		

Validated by;
Academics & Representatives of Department Heads



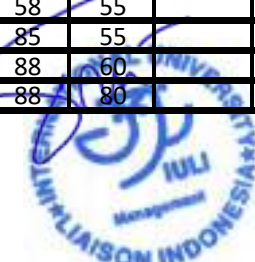
Student Score

Lecturer Samuel PD Anantadjaya
 Study Program MGT, IBA, HTM
 Sem/Year 5 / 2019
 Token 90525e70b7842930586545c6f1c9310c



Subject: Organizational Behavior & Development

No.	Name	ID	Point											
			Quiz			Avg. Mid	Quiz			Total Quiz	Final Exam	Repeti- tion	Sum	Grade
			1	2	3		4	5	6					
1	Ahmad Rabbani	11201808017	30	100	45	58	46	73	70	61	90		78	B
2	Berby Youlanda	11201808019	78	100	90	89	93	90	91	90	90		90	A
3	Daniel Rompas	11201808009	65	0	55	40	43	73	40	46	30		36	F
4	Ignatius Adi Bagaskara	11201808003	70	100	0	57	21	0	37	38	0		15	F
5	Jasmine Maharani	11201808016	75	100	90	88	76	68	83	82	75		78	B
6	Jeremy Justin Haryanto	11201808004	78	100	90	89	93	90	93	91	85		87	A
7	Kezia Pricilla Maramis	11201808001	78	100	90	89	73	65	84	82	50		63	C
8	Louai Sekkour	11201808010	65	0	60	42	55	73	52	51	75		65	C
9	Mohammad Aby Setiawan	11201808006	68	100	89	86	95	75	97	87	95		92	A
10	Muhammad Hafiz bin Anwar	11201808005	70	100	90	87	96	83	93	89	90		90	A
11	Muhammad Hanif Machfudz	11201808007	65	100	90	85	96	75	93	87	75		80	B
12	Muhammad Daffa Havez	11201808008	70	50	50	57	41	70	37	53	40	30	45	F
13	Clara Handayani	11201610008	75	100	80	85	76	75	97	84	70		76	B
14	Estrella Natalia	11201710002	70	100	55	75	35	65	50	63	85		76	B
15	Putri Aida Alghifary	11201710004	75	100	100	92	100	85	100	93	95		94	A
16	Safrini Thirda Nurhafisa	11201710003	75	100	65	80	72	75	84	78	75		76	B
17	Wilbert Melvern	11201710005	30	100	45	58	57	65	47	57	10	0	29	F
18	Faisal Akbar	11201809003	65	0	75	47	81	83	45	58	55		56	C
19	Syafina Dhiyaz Fhahira	11201809002	75	100	90	88	93	73	78	85	55		67	C
20	Yehezkiel Triputra	11201811001	68	100	90	86	97	75	100	88	60		71	B
21	Nadhif Muhammad Farhan	11201711007	75	100	90	88	97	75	90	88	80		83	B



Received by
Academic Services Centre

Date:
Lecturer:

(Suhendin)

- Quiz : Test, assignment, task during the semester
- Total Quiz : Average point of the Quizes
- Mid Qualification : Average point of Quizes until Mid Semester
- Final Exam : Examination at the end of the semester
- Semester Result:
 - 40% Weekly Quizes
 - 60% Final Exam

(Samuel PD Anantadjaya)

-Grading Scale :

86-100	A	Excellent
71-85	B	Good
56-70	C	Satisfactory
46-55	D	Poor
Below 45	F	Fail



Final Examination

Name: _____

Date December 12, 2019
Lecturer Dr. Samuel Prasetya
Fac./Study Program Business & Social Sciences/HTM, IBA & MGT
Semester/Year 3/5-2017/2018
Time 100 minutes: 15-17

Score: _____

Organizational Behavior & Development

I. Examination Conditions (completed by the lecturer with check "v")

No.	Condition	Completed by the lecturer with "v"		Remark (Completed by the lecturer)
		Allowed	Not Allowed	
1.	Using Open Book	X		
2	Using Laptop	X		
3	Using Cheat Sheet	X		
4	Using Calculator	X		
5	Using Pencil	X		
6	Using Pen	X		
7	Students may not remove the staples from the exam materials.			

II. Examination Regulation

Cheating or dishonest conduct

- Cheating or dishonest conduct are strictly prohibited.
- Students found cheating or showing dishonest conduct will be failed in the respective subject.
- Students have to retake the course for the respective subject completely.
- The invigilator has the right to judge cheating or dishonest conduct based upon objective evidence.

Leaving the room during the exam

- Leaving the exam to go to the toilet must be avoided as much as possible.
- In case it happens, the invigilator must escort the student to the toilet.
- Students may leave the room if they have finished the exam without disturbing others.

Dress code

- Students have to dress appropriately.
- Sandals, short pants or inappropriate dress are not allowed in the examination room.

This examination material has been verified by: _____

Date: _____



Final Examination

Name:

Referring to your **group paper**, please address the following questions;

- (20 points)** In your opinion, why does the **organizational culture** need to be intentionally set-up in the beginning? Please pick a certain variable based on your group paper, for instance; the learning culture, the intelligence culture, the personality culture, the emotional quotient culture, the leadership culture, the collaborative culture, the performance culture (both individual & group performance), and many others. Please provide sufficient explanation, reasons and 2 examples to support your responses
- (10 points)** In relation to the above question, what would be the **potential consequences** if the organizational culture were not intentionally set-up in the beginning?
- (30 points; 5 points each)** Referring to the above question, and assuming that you were the CEO, how would you ensure that the presence of the **organizational politics** be managed positively to bound each of the members of organization be acting/behaving appropriately, as per the organizational culture? Please kindly address the intended **nature of power used**, the **expected outcomes**, while ensuring the **organizational justice** (distributive, interpersonal, procedural & informational). Please use the following table to organize your answers

Nature of Power	Expected Outcomes	Organizational Justice			
		Distributive	Interpersonal	Procedural	Informational

- (20 points)** The term **“competition”** is commonly regarded to have negative connotations & consequences. Referring to the **“individual performance”** and **“group performance”**, in your opinion, in what way that competition may boost positive outcome? Please be sure to provide sufficient explanation and examples
- (20 points)** In class discussions, we have talked about
 - **Multiple Intelligences** (linguistic/word-smart, logical-mathematical/reasoning-smart, spatial/picture-smart, bodily-kinesthetic/body-smart, musical/music-smart, interpersonal/people-smart, intrapersonal/self-smart, naturalist/nature-smart),
 - **blood types** (A, B, O, AB)
 - **birthdays** (year, month, date),
 - **managerial functions** (planning, organizing, directing/leading, controlling), and
 - **learning styles** (auditory, visual, kinesthetic).

In your opinion, what kinds of relations/connections among those issues with the **Hofstede Country Cultural Dimension** (power distance, individualism, masculinity, uncertainty avoidance, long-term orientation & indulgence)? Please be sure to provide your explanation & supports (evidence from academic references and/or popular newspapers/magazines)



Final Examination**Name:**

BONUS: (10 points) Please evaluate your group members in all group activities in this class since the beginning of the semester

Name	Score (0-100)	Reasons

Student Score

Lecturer SAMUEL PD ANANTADJAYA / ASTRID WIRIADIDJAJA / TUBAGUS ARI WIBAWA MUKT
 Study Program MGT, IBA
 Sem/Year 2019 / 3
 Token 5553cfaf751a4b14960b7581a20bc142

Subject: International Business

No.	Name	ID	Point											Sum	Grade
			Quiz			Avg. Mid	Quiz			Total Quiz	Final Exam	Repeti- tion			
			1	2	3		4	5	6						
1	AHMAD RABBANI	11201808017	85	85	80	83	86				84	78		80	B
2	BERBY YOULANDA	11201808019	90	90	95	92	83				89	96		93	A
3	DANIEL ROMPAS	11201808009	75	80	65	73	70				73	54		62	C
4	IGNATIUS ADI BAGASKARA	11201808003	0	80	0	27	0				20	0		8	F
5	JASMINE MAHARANI	11201808016	75	85	88	83	83				83	55		66	C
6	JEREMY JUSTIN HARYANTO	11201808004	90	90	92	91	83				89	100		96	A
7	KEZIA PRICILLA MARAMIS	11201808001	0	90	90	60	83				66	84		77	B
8	MOHAMMAD ABY SETIAWAN	11201808006	85	80	98	88	86				87	96		92	A
9	MUHAMMAD DAFFA HAVEZ	11201808008	75	85	50	70	86				74	72		73	B
10	MUHAMMAD HANIF MACHFUDZ	11201808007	65	90	92	82	86				83	69		75	B
11	MUHAMMAD HAFIZ BIN ANWAR	11201808005	95	90	93	93	86				91	100		96	A
12	FAISAL AKBAR	11201809003	75	80	93	83	86				83	72		76	B
13	SYAFINA DHIAZ FHAHIRA	11201809002	75	85	85	82	83				82	50		63	C
14	NADHIF MUHAMMAD FARHAN	11201711007	90	85	92	89	86				88	82		84	B

Received by
Academic Services Centre

Date:
Lecturer:

(Suhendin)

-Quiz : Test, assignment, task during the semester
 -Total Quiz : Average point of the Quizes
 -Mid Qualification : Average point of Quizes until Mid Semester
 -Final Exam : Examination at the end of the semester
 -Semester Result:
 40% Weekly Quizes
 60% Final Exam

(SAMUEL PD ANANTADJAYA / ASTRID W

-Grading Scale :
 86-100 A Excellent
 71-85 B Good
 56-70 C Satisfactory
 46-55 D Poor
 Below 45 F Fail



STUDENT SCORE

Subject : International Business

Study Program : Aviation Management

Lecturer : Astrid Wiriadidjaja , Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Tubagus Ari Wibawa Mukti

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201809003	FAISAL AKBAR	80	72	-	75	B
11201809002	SYAFINA DHIAZ FHAHIRA	82	50	-	63	C
11201711007	NADHIF MUHAMMAD FARHAN	91	82	-	85	A

Prepared by

Acknowledge by

Astrid Wiriadidjaja & Dr. Samuel PD Anantadjaya, B.Sc., Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
MBA., M.M. & Tubagus Ari Wibawa Mukti Head of Department / Dean
Lecturer



STUDENT SCORE

Subject : International Business

Study Program : International Business Administration

Lecturer : Astrid Wiriadidjaja , Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Tubagus Ari Wibawa Mukti

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201808019	BERBY YOULANDA	90	96	-	94	A
11201808017	AHMAD RABBANI	79	78	-	78	B
11201808016	JASMINE MAHARANI	81	55	-	66	C
11201808009	DANIEL ROMPAS	65	54	-	58	C
11201808008	MUHAMMAD DAFFA HAVEZ	73	72	-	72	B
11201808007	MUHAMMAD HANIF MACHFUDZ	78	69	-	73	B
11201808006	MOHAMMAD ABY SETIAWAN	86	96	-	92	A
11201808005	MUHAMMAD HAFIZ BIN ANWAR	93	100	-	97	A
11201808004	JEREMY JUSTIN HARYANTO	88	100	-	95	A
11201808003	IGNATIUS ADI BAGASKARA	19	0	-	8	F
11201808001	KEZIA PRICILLA MARAMIS	61	84	-	75	B

Prepared by

Acknowledge by

Astrid Wiriadidjaja & Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. & Tubagus Ari Wibawa Mukti
Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean





Records on Attendance
International Business – 3 SKS
Semester Ganjil 2019/2020

Dr. Samuel PD Anantadjaya, Astrid Wiriadidjaja, MSi & TB Ari Wibawa Mukti, MSc

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
1 Aug 8	Introduction and Overview Globalization & National Differences in Political Economy Cases: Globalization in Health Care Ikea Suharto Indonesia After Suharto	Ch. 1-2	Group formation 2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
2 Aug 15	Political Economy and Economic Development Differences in Culture & Ethics in International Business Cases: Walmart DMG Shanghai Apple iPod Google in China	Ch. 3-4	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
3 Aug 22	International trade theory & The Political Economy of International trade Cases: Bangladesh Textile Trade Trade in Information Technology and US Economic Growth Why did Global Food Prices Rise?	Ch. 5-6	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
4 Aug 29	Foreign Direct Investment (FDI) & Regional Economic Integration Cases Starbucks Mittal Steel European Energy Market The Greek Sovereign Debt Crisis NAFTA & US Textile Industry	Ch. 7-8	Quiz 1 2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
5 Sep 5	The Foreign Exchange Market & The International Monetary System Cases: Hyundai and Kia Face a Strong Won The Curse of the strong Dollar at STM Argentina Monetary Crisis China Managed Float	Ch. 9-10	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
6 Sep 12	The Global Capital and Debt Markets Cases: Bank of China China Mobile	Ch. 11	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
7 Sep 19	The Strategy of International Business & The Organization of International Business Cases: MTV Nestle Walmart Global Expansion Unilever	Ch. 12-13	Quiz 2 2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
8	Semester Break: Only Make-Up Classes		
9 Oct 3	International Market Entry Strategy and Strategic Alliances Cases: JCB Bank in India Tesco Goes Global	Ch. 14	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
10 Oct 10	Exporting, Importing and Counter Trade Cases: Small Business Megahertz Communication	Ch. 15	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
11 Oct 17	Global Production Outsourcing and Logistics & Global Marketing and R&D Cases: Li & Fung Microsoft Outsourcing Xbox Production Levi Strauss Goes Local Kodak in Russia	Ch. 16-17	Quiz 4 2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
12 Oct 24	Global Human Resources Development, Accounting and Finance in International Business Cases: Lenovo XCO in China Procter & Gamble Brazil Gol	Ch. 18-20	2 hours with Ms. Astrid Wiriadidjaja, MSi & Tb Ari Wibawa Mukti, MSc 1-hour Case Studies with Dr. Samuel Prasetya
13 Oct 31	Review/Presentation/Game	Ch. 1-20	Dr. Samuel Prasetya
14 Nov 7	Review/Presentation/Game		Dr. Samuel Prasetya
15 Nov 14	Review/Presentation/Game		Dr. Samuel Prasetya

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
16	Semester Break: Only Make-Up Classes		
17/18	Final Examination	Ch 1-20	Comprehensive final exam

Validated by;
Academics & Representatives of Department Heads



STUDENT SCORE

Subject : International Marketing

Study Program : Management

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Norman Yachya

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201709001	MUHAMMAD SATRIODIMO RAMADHAN	84	87	-	86	A
11201609001	RADITYA KEVIN WISNUMURTI	75	93	-	86	A

Prepared by

Acknowledge by

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. &
Norman Yachya
Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



STUDENT SCORE

Subject : International Marketing

Study Program : International Business Administration

Lecturer : Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M., Norman Yachya

Student Number	Student Name	Score Quiz	Final Exam	Repetition Exam	Final Score	Grade
11201708012	MUCHACHA BONITA	90	100	-	96	A
11201708009	NATASHA EKA NOVIANTI	87	100	-	95	A
11201708007	IMAM JASSIM MUHAMMAD	83	98	-	92	A
11201708006	MUHAMMAD FADEL RAMADHAN	83	88	-	86	A
11201708004	MAGANITRI KUNDALA PUTRI	85	100	-	94	A

Prepared by

Acknowledge by

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M. &
Norman Yachya
Lecturer

Dr. Samuel PD Anantadjaya, B.Sc., MBA., M.M.
Head of Department / Dean



Records on Attendance

International Marketing – 3 SKS

Semester Ganjil 2019/2020

Dr. Samuel PD Anantadjaya & Norman Yachya, MM, MBA

Week	Content/Topics of Lecturing	Text Book Chapter	Remark
1 Aug 8	An overview of international marketing	Chapter 1 & 2	Group project assignment
2 Aug 15	The Cultural Environment of Global Markets: The Foundations of culture Cultural Dynamics in assessing global markets Culture, management style, and business systems	Chapter 3, 4, 5	
3 Aug 22	Developing a global vision through marketing research	Chapter 8	
4 Aug 29	Economic development; America, Europe, Asia Pacific, Africa, Middle East	Chapter 9, 10, 11	Quiz 1
5 Sep 5	Global Marketing Management: Planning and Organization	Chapter 12	
6 Sep 12	Products and services for consumers	Chapter 13	
7 Sep 19	Review	Chapter 1-13	Quiz 2 Draft 1
8	Semester Break: Only Make-Up Classes		
9 Oct 3	Products and services for businesses	Chapter 14	
10 Oct 10	International marketing channels	Chapter 15	
11 Oct 17	Integrated Marketing Communications and International Advertising	Chapter 16	
12 Oct 24	Personal Selling and Sales Management	Chapter 17	Quiz 3
13 Oct 31	Pricing for International Markets	Chapter 18	
14 Nov 7	Negotiating with international customers, partners and regulators	Chapter 19	
15 Nov 14	review		Quiz 4 Draft 2
16	Semester Break: Only Make-Up Classes		
17/18	Final Examination	All Chapters	

Validated by;
Academics & Representatives of Department Heads



Group 2: Devara, Dean, Nabilah, and Vathra.
Quiz International Marketing

1. Detailed integrated marketing communication strategy for Aldi to beat its major competition in Indonesia.
 - Clear and easy marketing advertisement
To create brand awareness. We have to create a clear and easy to understand advertisement. Our advertisement has to be well explained to the customers about what we are selling and what is our value that we want them to know. When they see our advertisement, they can know our it is understandable for the customers, from the first time they saw our advertisement, they know exactly what we are selling.
 - Sustainable advertisement
Ex: Brochure, Social Media, word of mouth
Continuously doing effective low-cost advertisement by providing brochure in the supermarket and social media likes Instagram, Facebook, and twitter. Rather than using billboard, tv commercial, and radio.
 - Low cost advertisement
We have to make sure that we keep maintain low budget to advertising our brand because it affected the low-price products we provide to the customers. Social media and word of mouth would be two of our strength media to our integrated marketing communications.
 - Offer less price with same value
Aldi cost cutting by not using expensive packaging and customize storage such as refrigerator. For instance, when a customer purchases the goods, the customers only pay for the products value without additional cost for packaging, good display, and other “not a must expense”. (read: some supermarket charges more because they have to pay for a high safety location that means provide a high security and so it affected how they sell their products. The price will be more expensive because the customers not only pay for the products but also those indirect services).
 - Use events to promote our brand
On events such as Mother’s Day, pay day, and national holiday. We have to provide discount, membership, bundling, and offer a great deal for the related to the theme of the current events. For example, on Mother’s Day every household related thing are discounts.



2. Detailed advertising campaign creative plan including its media planning that will help Aldi.

Creative plan: Aldi have to provide an actual price of product offers comparing to other competitors. In comparison with another supermarket, Aldi remains the lowest price. Creating consumers perspective that, why they should spend more money, while they got the same value. It is better for them to save the money for their other expenses. We concerned to price sensitive people, who do not really care about the displays, locations, convenience, and the one who value the products not the price tag. We are here to provide them, the same value, without spend a lot more money.

Media plan: We provide the possible low-price products to the customer. So, we have to cut cost the possible expenses, such as advertising in big media like billboard, tv-commercial, and celebrity endorsement. We use the effective low budget marketing by using social media like Instagram, Instagram is one of the most popular social media in this era, where a lot of people are using Instagram, not only the millennials, but every generation is literally using Instagram. Instagram can help us to reach our targeted customer with a better visualize. Therefore, we will professionally manage our Instagram account to make it look convincing and slowly create the customer awareness on what we are doing or selling. Not only social media, we also use the powerful word of mouth, the customer know us better. If they share their experience will shopping in our supermarket to friends or family, they indirectly, help us on promoting our supermarkets. That is superb.



The advertisement features a lightbulb icon at the top, symbolizing an idea. Below it, the text asks 'KENAPA HARUS KELUARIN UANG LEBIH?' (Why must we spend more money?). It compares two chocolate products: 'COKLAT 10 RIBU' (10,000) and 'COKLAT 12 RIBU' (12,000). The slogan 'REALISTIS AJA...' (Just be realistic...) is prominently displayed. At the bottom, a list of everyday expenses is provided: 'MAKAN PAGI / MAKAN SIANG / MAKAN MALAM / BENSIN / PARKIR / SABUN / PASTA CICI / SIKAT CIGI / SAMPO / SUSU ANAK / LISTRIK / AIR / BAYAR TOL / UANG SEKOLAH / TABUNGAN / CICILAN BULANAN'. The Aldi logo is at the very bottom.

