

**PRESENSI KULIAH
SEMESTER GENAP
TAHUN AKADEMIK 2024/2025**



**GULAM HAZMIN, S.Kom., M.M.
BUSINESS PITCHING
22A1**



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DAFTAR HADIR KULIAH

Program Studi : BISNIS DIGITAL
Tahun Akademik : 2024/2025
Semester : GENAP
Dosen : GULAM HAZMIN [0524129101]

Kode Matakuliah : EKM332236
Matakuliah : BUSINESS PITCHING
Bobot : 3 SKS
Kelas : 22A1

Semester : 6
Hari : -
Pukul : 00:00 s.d. 00:00
Ruang : -

No	NP Mahasiswa	Nama Mahasiswa	B/I/UP	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Jumlah Hadir	% Hadir
1	22133300002	VIVI RISNAWATI																		
2	22133300003	DIVA ANJELIANSYAH PUTRI																		
3	22133300004	KEVIN GRAY DASMASELA																		
4	22133300006	NOR CHOLIS																		
5	22133300007	MARCHEL																		
6	22133300009	VENTIRATNA NUR'AINI																		
7	22133300010	OKTAVIANI MUSTIKASARI																		
8	22133300011	CRISTOFER YONATHAN																		
9	22133300012	YEDIJA MARGARETA PUTRI LESTARI																		
10	22133300013	LAELA RAHMAWATI																		
11	22133300016	RAHMA																		
12	22133300018	HARGA DIMAS WAHYU WIJAYA																		
13	22133300019	MOH NURADI																		
14	22133300023	ARIF FARHAN ISMAIL																		

15. LUHUR GUSTRIYANA



**PRESENSI DOSEN
MENGAJAR**

TA. 2024/2025 Sem. GENAP

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Pukul : 00:00 s.d. 00:00
Ruang : -

Pert	Tanggal	Pokok Bahasan	Sub-Pokok Bahasan	Jml Mhs	Paraf Mhs	Paraf Dosen
I	05/03-25	Introduction	- Pengenalan Business Pitching	6		
II	12/03-25	Struktur Acara	- Opening - konten - closing	7		
III	19/03-25	Public speaking Technical	- speaking skills	5		
IV	09/04-25	- Teknik opening	- Teknik opening	12		
V	16/04-25	- Types of setup in public speaking	- Impromptu - Scripted.	14		
VI	23/04/25	- Audience Research	- Audience Demography - Place, Pace, Time	14		
VII	30/4/25	- Gestures and Body language	- Open & Close stance - Mirroring, reflecting	14		
VIII	07/5/25	- 5 Hand gestures	- This That - leveling - Pointing - List - Prompting	14		
IX	14/5/25	- Business Pitching models	- Slide structures - Pitch Deck	14		
X	21/5/25	- Business Pitching structures	- 11 topics in slide deck	14		
XI	28/5/25	- Problem Statement - Solutions	- 3 ultimate problems - 3 ultimate solutions	14		
XII	4/6/25	- Goals - Why now?	- Investment? - loan? - Proposal? - Job?	9		
XIII	11/6/25	- Bridging - samples	- PAS - ALOCA - BAB	9		
XIV	18/6/25	- Business models	- Subscription - commissions - Margin	9		
XV	19/6/25	- Delivery.	- Pitching	9		