



**Universitas Negeri Surabaya**  
**Faculty of Economics and Business**  
**Digital Business Undergraduate Study Program**

**Document Code**

**SEMESTER LEARNING PLAN**

<b>Courses</b>	<b>CODE</b>	<b>Course Family</b>	<b>Credit Weight</b>			<b>SEMESTER</b>	<b>Compilation Date</b>																																																																																			
Project Negotiation	6120903028	management	T=2	P=1	ECTS=4.77	4	July 17, 2024																																																																																			
<b>AUTHORIZATION</b>	<b>SP Developer</b>		<b>Course Cluster Coordinator</b>			<b>Study Program Coordinator</b>																																																																																				
	Hujjatullah Fazlurrahman S.E.,M.B.A		Hafid Kholidi Hadi S.E., M.SM			Hujjatullah Fazlurrahman, S.E., MBA.																																																																																				
<b>Learning model</b>	<b>Project Based Learning</b>																																																																																									
<b>Program Learning Outcomes (PLO)</b>	<b>PLO study program which is charged to the course</b>																																																																																									
	<b>Program Objectives (PO)</b>																																																																																									
	<b>PO - 1</b>	Able to understand negotiation and design negotiation processes and stages to solve work problems with the nature and context appropriate to the field of advertising expertise, based on logical thinking, innovative and responsible for the results independently. Able to understand negotiations and design processes and stages of negotiations for solving work problems with the nature and context appropriate to the field of advertising expertise, based on logical, innovative thinking and being responsible for the results independently																																																																																								
	<b>PO - 2</b>	Able to negotiate with cases that have been designed beforehand to be able to resolve problems at work. able to negotiate with cases that have been designed beforehand to be able to solve problems at work																																																																																								
	<b>PO - 3</b>	Able to understand communication in presentations and understand and master how to get to know the audience and convince the audience by showing a responsible attitude in their field of expertise. Able to understand communication in presentations and understand and master how to know the audience and convince the audience by showing a responsible attitude in their area of expertise.																																																																																								
	<b>PLO-PO Matrix</b>																																																																																									
		<table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>P.O</td></tr> <tr><td>PO-1</td></tr> <tr><td>PO-2</td></tr> <tr><td>PO-3</td></tr> </table>						P.O	PO-1	PO-2	PO-3																																																																															
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<b>PO Matrix at the end of each learning stage (Sub-PO)</b>																																																																																										
	<table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th rowspan="2">P.O</th> <th colspan="16">Week</th> </tr> <tr> <th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th><th>10</th><th>11</th><th>12</th><th>13</th><th>14</th><th>15</th><th>16</th> </tr> </thead> <tbody> <tr><td>PO-1</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>PO-2</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>PO-3</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table>						P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	PO-2																	PO-3																
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<b>Short Course Description</b>	This course discusses material to prepare students as speakers who are able to present their ideas well and effectively, and are able to carry out the best negotiation activities in their future world of work. This course discusses material to prepare students as speakers who are able to present their ideas well and effectively, and are able to carry out the best negotiation activities in the world of work in the future.																																																																																									
<b>References</b>	<b>Main :</b>																																																																																									
	<ol style="list-style-type: none"> <li>1. Fisher, R., &amp; Ury, W. (1981). Getting to yes: negotiating agreement without giving in. Boston, Houghton Mifflin.</li> <li>2. Carnegie, Dale, 1888-1955. (2009). How to win friends and influence people. New York :Simon &amp; Schuster</li> <li>3. Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</li> <li>4. Noer, Muhammad. (2012). Presentasi Memukau: Bagaimana Menciptakan Presentasi Luar Biasa.</li> </ol>																																																																																									
	<b>Supporters:</b>																																																																																									

1. Purwanto, Djoko. (2006). Komunikasi Bisnis. Edisi Ketiga. Erlangga: Jakarta.
2. Presentasi Yang Sukses dalam Sepekan. (2002). Malcolm Peel, Mega Poin. Kesaint Blanc: Bekasi.
3. Presentasi Bisnis. (2002). George J Kops. Andi Offset: Yogyakarta.

**Supporting lecturer**  
 Dr. Purwohandoko, M.M.  
 Hujjatullah Fazlurrahman, S.E., MBA.  
 Hafid Kholidi Hadi, S.E., M.SM.

Week-	Final abilities of each learning stage (Sub-PO)	Evaluation		Help Learning, Learning methods, Student Assignments, [ Estimated time]		Learning materials [ References ]	Assessment Weight (%)
		Indicator	Criteria & Form	Offline ( offline )	Online ( online )		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Able to understand the meaning of Negotiation	1.1 Can understand and know the meaning of communication in a presentation. 1.2 Can understand aspects of negotiation.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> negotiation theory <b>Bibliography:</b> <i>Fisher, R., &amp; Ury, W. (1981). Getting to yes: negotiating an agreement without giving in. Boston, Houghton Mifflin.</i>  <b>Material:</b> Understanding Negotiation <b>Literature:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	10%
2	Able to understand distributive bargaining strategies and tactics	2.1 Can understand bargaining strategies. 2.2 Can understand distributive bargaining tactics	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities, Tests	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> negotiation techniques <b>References:</b> <i>Fisher, R., &amp; Ury, W. (1981). Getting to yes: negotiating an agreement without giving in. Boston, Houghton Mifflin.</i>  <b>Material:</b> Distributive bargaining strategies and tactics. <b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	10%

3	Able to design integrative negotiation strategies and tactics.	3.1 Can know and understand negotiation strategies. 3.2 Can know and understand integrative negotiation techniques	<p><b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting</p> <p><b>Form of Assessment :</b> Participatory Activities, Tests</p>	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<p><b>Material:</b> Design of integrative negotiation strategies and tactics.</p> <p><b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i></p>	10%
4	Able to design integrative negotiation strategies and tactics.	3.1 Can know and understand negotiation strategies. 3.2 Can know and understand integrative negotiation techniques	<p><b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting</p> <p><b>Form of Assessment :</b> Participatory Activities, Tests</p>	Offline 3x50		<p><b>Material:</b> Design of integrative negotiation strategies and tactics.</p> <p><b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i></p>	10%
5	Able to understand ethics in negotiations.	4.1 Can know and understand ethics in negotiations. 4.2 Can know and understand ethical aspects in negotiations.	<p><b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting</p> <p><b>Form of Assessment :</b> Participatory Activities, Tests</p>	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<p><b>Material:</b> Ethics in Negotiations.</p> <p><b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i></p>	10%
6	Able to understand ethics in negotiations.	4.1 Can know and understand ethics in negotiations. 4.2 Can know and understand ethical aspects in negotiations.	<p><b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting</p> <p><b>Form of Assessment :</b> Participatory Activities, Tests</p>	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<p><b>Material:</b> Ethics in Negotiations.</p> <p><b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i></p>	10%
7	Able to understand perception, cognition, and emotion.	5.1 Can know and understand aspects of perception. 5.2 Can know and understand aspects of cognition. 5.3 Can know and understand emotional aspects.	<p><b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting</p> <p><b>Form of Assessment :</b> Participatory Activities, Tests</p>	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<p><b>Material:</b> Perception, cognition, and emotion.</p> <p><b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i></p>	10%
8		15		Offline, Written exam 2x50			15%

9	Able to understand Communication.	9.1 Can know and understand the communication process. 9.2 Can know and understand aspects of communication.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> Communication Concepts. <b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	5%
10	Able to find and use negotiation power.	10.1 Can know and understand the power of negotiation. 10.2 Understand the different approaches to defining "power" in negotiations.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> Finding and using negotiation power. <b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	5%
11	Able to understand relationships in negotiations.	11.1 Able to understand relationships in negotiations. 11.2 Can understand how negotiation within an existing relationship changes the nature of the negotiation interface.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> Understanding relationships in negotiations. <b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	5%
12	Able to understand relationships in negotiations.	11.1 Able to understand relationships in negotiations. 11.2 Can understand how negotiation within an existing relationship changes the nature of the negotiation interface.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> Understanding relationships in negotiations. <b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	5%
13	Able to understand multiple parties, groups and teams in negotiations.	13.1 Can understand how negotiations become more complex when there are more than two negotiators at the negotiating table. 13.2 Can apply an understanding of effective group processes to the dynamics of multiparty negotiations. 13.3 Can explain the important stages in managing effective multiparty negotiations.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> Understanding multiple parties, groups and teams in negotiations. <b>References:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	0%

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15	Able to understand international and cross-cultural negotiations.	13.1 Can understand how negotiations become more complex when there are more than two negotiators at the negotiating table. 13.2 Can apply an understanding of effective group processes to the dynamics of multiparty negotiations. 13.3 Can explain the important stages in managing effective multiparty negotiations.	<b>Criteria:</b> Criteria: Holistic Rubric Criteria: Holistic Rubric Technique: Non-test form, composing and presenting  <b>Form of Assessment :</b> Participatory Activities	Discussion Lectures [PT: 3x60 Minutes] Assignments [PT: 3x60 Minutes, BM: 3x60 Minutes] 3x50		<b>Material:</b> Understanding international and cross-cultural negotiations. <b>Bibliography:</b> <i>Roy J. Lewicki, Bruce Barry, David M. Saunders. (2016). Essentials of Negotiation. Sixth edition. Mc Graw Hill Education</i>	5%
16	Final exams		<b>Criteria:</b> Written examination	Offline, Written exam			15%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	70%
2.	Test	30%
		100%

#### Notes

- Learning Outcomes of Study Program Graduates (PLO - Study Program)** are the abilities possessed by each Study Program graduate which are the internalization of attitudes, mastery of knowledge and skills according to the level of their study program obtained through the learning process.
- The PLO imposed on courses** are several learning outcomes of study program graduates (CPL-Study Program) which are used for the formation/development of a course consisting of aspects of attitude, general skills, special skills and knowledge.
- Program Objectives (PO)** are abilities that are specifically described from the PLO assigned to a course, and are specific to the study material or learning materials for that course.
- Subject Sub-PO (Sub-PO)** is a capability that is specifically described from the PO that can be measured or observed and is the final ability that is planned at each learning stage, and is specific to the learning material of the course.
- Indicators for assessing** ability in the process and student learning outcomes are specific and measurable statements that identify the ability or performance of student learning outcomes accompanied by evidence.
- Assessment Criteria** are benchmarks used as a measure or measure of learning achievement in assessments based on predetermined indicators. Assessment criteria are guidelines for assessors so that assessments are consistent and unbiased. Criteria can be quantitative or qualitative.
- Forms of assessment:** test and non-test.
- Forms of learning:** Lecture, Response, Tutorial, Seminar or equivalent, Practicum, Studio Practice, Workshop Practice, Field Practice, Research, Community Service and/or other equivalent forms of learning.
- Learning Methods:** Small Group Discussion, Role-Play & Simulation, Discovery Learning, Self-Directed Learning, Cooperative Learning, Collaborative Learning, Contextual Learning, Project Based Learning, and other equivalent methods.

10. **Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
11. **The assessment weight** is the percentage of assessment of each sub-PO achievement whose size is proportional to the level of difficulty of achieving that sub-PO, and the total is 100%.
12. TM=Face to face, PT=Structured assignments, BM=Independent study.