



PORTFOLIO

Department of Agribusiness

Faculty of Agriculture

University of Islam Malang

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| Subject | Marketing of Management |
| Module Level, if available | Undergraduate Study Program of Agribusiness |
| Subject Code | MKW60724 |
| Type of course | Elective course |
| Credits | 3 credits/ 5.1 ECTS |
| Semester | 5 |
| Prerequisite | - |
| Parallel Class | A, B and C |
| Module Description | This Marketing Management course is a course that must be taken by undergraduate students of agribusiness study program in the fifth semester, weighing 3 credits. Through this course, students are expected to be able to study the variables of the marketing mix and internal and external factors that affect it and develop agribusiness marketing development strategies. Assessment is done both in the process of analyzing concepts, reviewing criteria, project work processes, and the quality of work produced. |
| Learning Outcomes | <p>The intended learning outcomes are:</p> <ol style="list-style-type: none"> 1. Students are able to explain the concepts, theories, foundations of marketing management used to create and deliver superior customer value. (CLO 1) 2. Students are able to identify important issues related to the planning, implementation and evaluation of marketing strategies. (CLO 2) 3. Students are able to develop the ability to detect marketing problems faced by companies / organizations and their causative factors and analyze the problem to be able to recommend the right solution.(CLO 3) 4. Students have the knowledge and skills to make marketing planning. (CLO 4) |
| Learning Content | <p>After completing this subject students are able to:</p> <ol style="list-style-type: none"> 1. Students are able to explain the Understanding & Importance of Marketing Management as well as the Concept of Maintaining Relationships With Customers. 2. Students are able to identify important issues related to the planning, implementation and evaluation of marketing strategies 3. Students are able to develop the ability to detect marketing problems faced by companies / organizations and their causative factors and analyze the problem to be able to recommend the right solution. 4. Students are able to develop the ability to detect marketing problems faced by companies / organizations and their causative factors and analyze the problem to be able to recommend the right |

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| | solution |
| Aims | Students have the competence to identify the variables of the marketing mix, analyze internal and external factors and develop agribusiness marketing strategies. |
| Teaching Methods | Several methods applied in this course consist of lecturing, assignment, practice and group presentation. All these methods are applied on 1 parallel classes |
| Participant | <ul style="list-style-type: none"> • A class: 36 students from 5st semester • B class: 32 students from 5st semester • C class: 37 students from 5st semester |
| Teaching Attendance | <ul style="list-style-type: none"> • A total of 14 meetings were held totally (100%) by lecturers (class A and B) • In class A, students 36 have an attendance rate 100%. • In class B, students 32 have an attendance rate 100%. • In class C, students 37 have an attendance rate 100%. |
| Evaluation System | The assessment components in this course consist of attendance, structured assignments, practicum, midterm exams and final exams. All these components are then combined to get the final score. Assessment matrix and sample questions are available in Appendix 1 and Appendix 2 |
| Learning Result | <ul style="list-style-type: none"> • Achievement ILO in A Class CLO 1 = 81,94 (Excellent) CLO 2 = 83,94 (Excellent) CLO 3 = 71,90 (Excellent) CLO 4 = 79,44 (Excellent) • Achievement ILO in B Class CLO 1 = 82,03 (Excellent) CLO 2 = 72,03 (Excellent) CLO 3 = 72,03 (Excellent) CLO 4 = 73,03 (Excellent) • Achievement ILO in C Class CLO 1 = 79,05 (Excellent) CLO 2 = 89,05 (Excellent) CLO 3 = 69,00 (Excellent) CLO 4 = 75,05 (Excellent) <p>Complete achievement on average ILO can be seen on Appendix 3</p> |
| Statistical Distribution | <ul style="list-style-type: none"> • A Class, Grade distribution: A = 15 students, B = 19 students, C = 0 students, D=1 Students, E=1 Students • B Class, Grade distribution: A = 14 students, B = 16 students, C = 0 students, D=1 Students, E=1 Students • C Class, Grade distribution: A = 12 students, B = 21 students, C = 1 students, D=3 Students, E= 0 Students <p>Complete achievements on each CLO per student can be seen in Appendix 4</p> |
| Teaching Observation | Materials were delivered in Indonesia. The student could |

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| | <p>understand the materials well.</p> <ul style="list-style-type: none"> • In A Class: there were 8 students poor on both CLO 1, 1 student poor on both CLO 2, 1 student poor on CLO 3, 1 student poor on CLO 4 • In B Class: there were 3 students poor on both CLO 1, 2 student poor on both CLO 2, 2 students poor on CLO 3, 1 student poor on both CLO 4 • In C Class: there were 1 students poor on both CLO 1, 2 student poor on both CLO 2, 1 students poor on CLO 3, 1 students poor on CLO 4, |
| Learning Constraints | A,B and C Class: Lack of practice in the field makes it difficult for students to understand the production function of production economics |
| Recommendation | <p>A Class: Paying more attention for students who hardly understand the materials</p> <p>B Class: Paying more attention for students who hardly understand the materials. Number of students should be split in A class. So each class has same number of students.</p> <p>C Class: Paying more attention for students who hardly understand the materials</p> |

Appendix 1. Scoring Matrix

| Nomenclature | Weight | Final Score | |
|---------------------|--------|-------------|---------------|
| | | Letter Mark | Score average |
| Assignment | 20% | A | 80 – 100 |
| Midle semester test | 20% | B | 70 - <80 |
| Final semester test | 20% | C | 55 - <70 |
| Practice | 30% | D | 50 - < 55 |
| Presence | 10% | E | 0 - <50 |

Appendix 2. Question samples

1. Each company has a different market orientation, including sales and marketing oriented. Explain the difference between the two and give an example of the application of the market orientation in agriculture
2. Make a Segmenting, Targeting and Positioning analysis of rice products
3. Describe using a table of meanings accompanied by examples of product lines, product width, product depth and product consistency

Appendix 3. Achievement of CLO

A Class

| Meetings | CLO 1 (%) | CLO 2 (%) | CLO 3 | CLO 4 (%) |
|-----------|-----------|-----------|-------|-----------|
| 1 | 81,94 | | | |
| 2 | | 83,94 | | |
| 3 | | | 71,90 | |
| 4 | | | | 79,44 |
| Average | 81,94 | 83,94 | 71,90 | 79,44 |
| Predicate | EXCELLENT | EXCELLENT | | EXCELLENT |

B Class

| Meetings | CLO 1 (%) | CLO 2 (%) | CLO 3 | CLO 4 (%) |
|-----------|-----------|-----------|-------|-----------|
| 1 | 82,03 | | | |
| 2 | | 72,00 | | |
| 3 | | | 72,03 | |
| 4 | | | | 73,03 |
| Average | 82,03 | 72,00 | 72,03 | 73,03 |
| Predicate | EXCELLENT | EXCELLENT | | EXCELLENT |

C Class

| Meetings | CLO 1 (%) | CLO 2 (%) | CLO 3 | CLO 4 (%) |
|-----------|-----------|-----------|-------|-----------|
| 1 | 79,05 | | | |
| 2 | | 89,05 | | |
| 3 | | | 69,00 | |
| 4 | | | | 75,05 |
| Average | 79,05 | 89,05 | 69,00 | 75,05 |
| Predicate | EXCELLENT | EXCELLENT | | EXCELLENT |

Standard

| Std num-based AI | | Weighted avg LO based AI | |
|------------------|----------|--------------------------|----------------|
| 70 <= AI | HIGH | 70 <= AI | EXCELLENT |
| 60 <= AI < 70 | MEDIUM | 60 <= AI < 70 | SATISFACTORY |
| 50 <= AI < 60 | LOW | 50 <= AI < 60 | DEVELOPING |
| AI < 50 | VERY LOW | AI < 50 | UNSATISFACTORY |

Appendix 4. Achievement on each per student A Class

| Matrik Rekap Nilai Akhir Mahasiswa | | | | | | | | | | | | | | | | | |
|------------------------------------|-------------|------------------------|-------------------------------|----------|----------|----------|--------------|-----------|----------|----------|-------|-------|----|--------|-----------------------------|---|--|
| No. | NPM | NAMA | SUB-CPMK/BOBOT (NILAI HARIAN) | | | | NILAI HARIAN | | UTS | UAS | angka | HURUF | | | | | |
| | | | 1 | 2 | 3 | 4 | 25% Skala 4 | Skala 100 | | | | | | | | | |
| 1 | 21701032002 | WIDYATI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 76.5 | 70 | 65 | 69.75 | B | |
| 2 | 21701032003 | RISKI DWI ELVIANTI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 70 | 70 | 72 | B | |
| 3 | 21701032004 | FIDELINO CARVALHO | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 80 | 79.5 | A | |
| 4 | 21701032006 | JA'FAR ABDURRAHMAN | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 70 | 72 | 72.75 | B | |
| 5 | 21701032007 | MOH. NANDA AL AZIZ | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 65 | 70 | 70.125 | B | |
| 6 | 21701032008 | FIQRI ICHSAN TAWAQAL | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21.25 | 0 | 0 | 5.3125 | E | | |
| 7 | 21701032009 | NOVIA KRISTIANINGSIH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 80 | 79.5 | A | |
| 8 | 21701032012 | SUPARDI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 84 | 90 | 85.1875 | B | |
| 9 | 21701032013 | MUHAMMAD SHOLAHUDDIN F | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 70 | 65 | 70.125 | B | |
| 10 | 21701032016 | BADRULLAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 85 | 85 | 83.6875 | A | |
| 11 | 21701032017 | DODIK EKA PRASETYO | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 70 | 70 | 72.4375 | B | |
| 12 | 21701032018 | NADIA MISBAKHUL KHOIRO | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 90 | 60 | 70 | 71.25 | B | |
| 13 | 21701032019 | NUR CHAMILA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 90 | 83.25 | A | |
| 14 | 21701032020 | AISYAH RAMADHANI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 84 | 80 | 81 | A | |
| 15 | 21701032021 | JOHAN BUAMONA BOT | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 60 | 75 | 70.5625 | B | |
| 16 | 21701032023 | NUR CHOLIS | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 90 | 80 | 80 | 82.5 | A | |
| 17 | 21701032024 | DEFI WIDIYASARI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 88.25 | 80 | 75 | 80.1875 | A | |
| 18 | 21701032025 | FEBI NUR FITRIANA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 88.25 | 75 | 80 | 80.1875 | A | |
| 19 | 21701032026 | MOHAMMAT ISBATUL CHOIR | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 80 | 80 | 79.9375 | A | |
| 20 | 21701032027 | IZZA NAILATUL IFAZAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 80 | 83 | 81.0625 | A | |
| 21 | 21701032028 | AHMAD NASRUL MAHASIN | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 87.5 | 60 | 70 | 70.625 | B | |
| 22 | 21701032029 | DWI INDRAWAN | 1 | 0.3 | 1 | 0.05 | 1 | 0.4 | 1 | 0.25 | 1 | 59.5 | 50 | 50 | 52.375 | D | |
| 23 | 21701032030 | DAVID PRASETYO ADI CAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 21.25 | 90 | 90 | 72.8125 | B | |
| 24 | 21701032031 | ERWINUL MAKKI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 88.25 | 60 | 80 | 74.5625 | B | |
| 25 | 21701032032 | AHMAD SHALIHUDDIN | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 60 | 60 | 64.9375 | B | |
| 26 | 21701032033 | FATHUR ROHMAN | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 54.5 | 60 | 90 | 69.875 | B | |
| 27 | 21701032034 | NEVA LIS SAFITRI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 90 | 70 | 90 | 82.5 | A | |
| 28 | 21701032035 | AFRIANSYAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 70 | 85 | 78.0625 | B | |
| 29 | 21701032036 | SATRIA HIDAYAT | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 87.5 | 70 | 88 | 81.125 | A | |
| 30 | 21701032038 | ADE SUKMA PANEMUAN | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 80 | 75 | 90 | 81.875 | A | |
| 31 | 21701032040 | SACICO DESI ANDRIANI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 86 | 80 | 80 | 81.5 | A | |
| 32 | 21701032041 | MUCHAMMAD RIDWAN ABDUL | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 80 | 55 | 80 | 70.625 | B | |
| 33 | 21701032042 | LAILA NUR HAFIIDHA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78.5 | 50 | 90 | 72.125 | B | |
| 34 | 21701032043 | SYAMSUL MA'ARIF | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 87.5 | 70 | 90 | 81.875 | A | |
| 35 | 21701032059 | AHMAD AL FARABBI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 82 | 60 | 80 | 73 | B | |
| 36 | 21701032073 | FANDY | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 86 | 65 | 70 | 72.125 | B | |
| rata rata konversi | | | 3.277778 | 0.983333 | 3.277778 | 0.163889 | 3.277778 | 1.311111 | 3.277778 | 0.819444 | | | | | 44.44444 | % | |
| | | | 81.94444 | 24.58333 | 83.94444 | 4.097222 | 71.94444 | 32.77778 | 79.94444 | 20.48611 | | | | | 0 | % | |
| | | | | | | | | | | | | | | | 2.777778 | % | |
| | | | | | | | | | | | | | | | 2.777778 | % | |
| | | | | | | | | | | | | | | | 97.22222 | % | |
| | | | | | | | | | | | | | | | 2.777778 | % | |
| | | | | | | | | | | | | | | | Nilai mahasiswa tidak lulus | | |

| No. | NPM | NAMA | SCORE | | | |
|-----|-------------|------------------------|-------|-------|-------|-------|
| | | | CLO 1 | CLO 2 | CLO 3 | CLO 4 |
| 1 | 21701032002 | WIDYATI | 70 | 70 | 80 | 80 |
| 2 | 21701032003 | RISKI DWI ELVIANTI | 50 | 90 | 90 | 90 |
| 3 | 21701032004 | FIDELINO CARVALHO | 50 | 90 | 90 | 90 |
| 4 | 21701032006 | JA'FAR ABDURRAHMAN | 50 | 90 | 90 | 90 |
| 5 | 21701032007 | MOH. NANDA AL AZIZ | 50 | 90 | 90 | 90 |
| 6 | 21701032008 | FIQRI ICHSAN TAWAQAL | 60 | 65 | 0 | 0 |
| 7 | 21701032009 | NOVIA KRISTIANINGSIH | 50 | 90 | 90 | 90 |
| 8 | 21701032012 | SUPARDI | 60 | 65 | 90 | 90 |
| 9 | 21701032013 | MUHAMMAD SHOLAHUDDIN F | 50 | 90 | 90 | 90 |
| 10 | 21701032016 | BADRULLAH | 60 | 65 | 90 | 90 |
| 11 | 21701032017 | DODIK EKA PRASETYO | 60 | 65 | 90 | 90 |
| 12 | 21701032018 | NADIA MISBAKHUL KHOIRO | 90 | 90 | 90 | 90 |
| 13 | 21701032019 | NUR CHAMILA | 50 | 90 | 90 | 90 |
| 14 | 21701032020 | AISYAH RAMADHANI | 50 | 90 | 90 | 90 |
| 15 | 21701032021 | JOHAN BUAMONA BOT | 60 | 65 | 90 | 90 |
| 16 | 21701032023 | NUR CHOLIS | 90 | 90 | 90 | 90 |
| 17 | 21701032024 | DEFI WIDIYASARI | 90 | 80 | 90 | 85 |
| 18 | 21701032025 | FEBI NUR FITRIANA | 90 | 80 | 90 | 85 |
| 19 | 21701032026 | MOHAMMAT ISBATUL CHOIR | 60 | 65 | 90 | 90 |
| 20 | 21701032027 | IZZA NAILATUL IFAZAH | 60 | 65 | 90 | 90 |
| 21 | 21701032028 | AHMAD NASRUL MAHASIN | 90 | 90 | 90 | 80 |
| 22 | 21701032029 | DWI INDRAWAN | 60 | 50 | 60 | 60 |
| 23 | 21701032030 | DAVID PRASETYO ADI CAH | 60 | 65 | 70 | 70 |
| 24 | 21701032031 | ERWINUL MAKKI | 90 | 80 | 90 | 85 |
| 25 | 21701032032 | AHMAD SHALIHUDDIN | 60 | 65 | 90 | 90 |
| 26 | 21701032033 | FATHUR ROHMAN | 80 | 80 | 80 | 90 |
| 27 | 21701032034 | NEVA LIS SAFITRI | 90 | 90 | 90 | 90 |
| 28 | 21701032035 | AFRIANSYAH | 60 | 65 | 90 | 90 |
| 29 | 21701032036 | SATRIA HIDAYAT | 90 | 90 | 90 | 80 |
| 30 | 21701032038 | ADE SUKMA PANEMUAN | 80 | 80 | 80 | 80 |
| 31 | 21701032040 | SACICO DESI ANDRIANI | 90 | 90 | 80 | 90 |
| 32 | 21701032041 | MUCHAMMAD RIDWAN ABDUL | 80 | 80 | 80 | 80 |
| 33 | 21701032042 | LAILA NUR HAFIIDHA | 70 | 70 | 85 | 80 |
| 34 | 21701032043 | SYAMSUL MA'ARIF | 90 | 90 | 90 | 80 |
| 35 | 21701032059 | AHMAD AL FARABBI | 80 | 80 | 85 | 80 |
| 36 | 21701032073 | FANDY | 80 | 85 | 90 | 87 |

B class

| Matrik Rekap Nilai Akhir Mahasiswa | | | | | | | | | | | | | | | | |
|------------------------------------|-------------|------------------------|-------------------------------|----------|----------|----------|--------------|-----------|-------------|----------|------------|-------|---------|-----------|----------|---------|
| No. | NPM | Nama | SUB-CPMK/BOBOT (NILAI HARIAN) | | | | NILAI HARIAN | | UTS | UAS | angka | Huruf | | | | |
| | | | 1 | 2 | 3 | 4 | Skala 4*25 | Skala 100 | | | | | | | | |
| | | | skala 4*30% | | | | skala 4*5% | | skala 4*40% | | skala 4*25 | | Skala 4 | Skala 100 | | |
| 1 | 21701032044 | HARBI PRAMANA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 76.5 | 65 | 43.5 | 70.75 B | |
| 2 | 21701032045 | MUHAMMAD FAJAR MAULANA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 70 | 72 | 71.5 B | |
| 3 | 21701032046 | ALI MAS'UD | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 79.5 | 80.5 A | |
| 4 | 21701032047 | ANITA SARI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 70 | 72 | 72.5 B | |
| 5 | 21701032048 | DWI JAYANTI MANDA SARI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 65 | 70 | 70.125 B | |
| 6 | 21701032049 | META ROSALINA | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21.25 | 0 | 0 | 5.3125 | 4.4 E | |
| 7 | 21701032050 | TAUFIQ FIRMANSYAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 80 | 79.5 | 80.5 A |
| 8 | 21701032051 | AINAYA PUTRI MAGFIROH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 84 | 90 | 85.1875 | 70.75 B |
| 9 | 21701032052 | ARIF RAHWANSYAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 70 | 65 | 70.125 | 70.5 B |
| 10 | 21701032053 | FERDIANSAH EKA SAPUTRA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 85 | 85 | 83.6875 | 80.5 A |
| 11 | 21701032054 | ALDYFERDIAN MAHESTA JA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 70 | 70 | 72.4375 | 72.25 B |
| 12 | 21701032055 | MILKA SILVIA C. D. | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 90 | 60 | 70 | 71.25 | 70.9 B |
| 13 | 21701032056 | MOCH. HELMI FAUZI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 90 | 83.25 | 83.5 A |
| 14 | 21701032057 | KUNANTO PRAMUJI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 84 | 80 | 81 | 81.4 A |
| 15 | 21701032058 | ADI PUTRA PRATAMA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 60 | 75 | 70.5625 | 71.65 B |
| 16 | 21701032061 | M. AUFAN NASRULLAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 90 | 80 | 80 | 82.5 | 82.75 A |
| 17 | 21701032062 | ALVIN YUDIANTO | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 88.25 | 80 | 75 | 80.1875 | 81.75 A |
| 18 | 21701032063 | MOHAMAD TAEDY DWI SAPU | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 88.25 | 75 | 80 | 80.1875 | 81.5 A |
| 19 | 21701032064 | AHMAD KHUSNI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 80 | 80 | 79.9375 | 81.5 A |
| 20 | 21701032066 | NURUL HANIFAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 80 | 83 | 81.0625 | 82.5 A |
| 21 | 21701032067 | DIDI SURYADIN | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 87.5 | 60 | 70 | 70.625 | 70.4 B |
| 22 | 21701032068 | MUHAMMAD RIFKI | 1 | 0.3 | 1 | 0.05 | 1 | 0.4 | 1 | 0.25 | 1 | 59.5 | 50 | 50 | 52.375 | 50.3 D |
| 23 | 21701032069 | MUHAMMAD ROJABI THOYAL | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 21.25 | 90 | 90 | 72.8125 | 74.25 B |
| 24 | 21701032070 | SYARIF HIDAYATULLAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 88.25 | 60 | 80 | 74.5625 | 72 B |
| 25 | 21701032071 | RUSLIADI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 60 | 60 | 64.9375 | 74 B |
| 26 | 21701032072 | MARISSA TSANIA EL WARD | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 54.5 | 60 | 90 | 69.875 | 73.25 B |
| 27 | 21701032075 | SITI AISYAH KOMALA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 90 | 70 | 90 | 82.5 | 82 A |
| 28 | 21701032076 | SYAFAROTUL KIROMAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 70 | 85 | 78.0625 | 78.75 B |
| 29 | 21701032077 | ISNAWIYAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 87.5 | 70 | 88 | 81.125 | 80.75 A |
| 30 | 21701032078 | JOKO SUJATMIKO | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 80 | 75 | 90 | 81.875 | 82 A |
| 31 | 21701032079 | YULI ARSIH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 86 | 80 | 80 | 81.5 | 82.75 A |
| 32 | 21701032080 | MOHAMAD HANIF ADHAWIJA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 80 | 55 | 80 | 70.625 | 71.5 B |
| rata | | | 3.28125 | 0.984375 | 3.28125 | 0.164063 | 3.28125 | 1.3125 | 3.28125 | 0.820313 | | | | | | |
| konversi | | | 82.03125 | 24.60938 | 72.03125 | 4.101563 | 73.03125 | 32.8125 | 81.09127 | 20.50781 | | | | | | |
| | | | | | | | | | | | | | | | 43.75 % | |
| | | | | | | | | | | | | | | | 50 % | |
| | | | | | | | | | | | | | | | 0 % | |
| | | | | | | | | | | | | | | | 3.125 % | |
| | | | | | | | | | | | | | | | 3.125 % | |
| | | | | | | | | | | | | | | | 93.75 % | |
| | | | | | | | | | | | | | | | 6.25 % | |

| No. | NPM | Nama | SCORE | | | |
|-----|-------------|------------------------|-------|-------|-------|-------|
| | | | CLO 1 | CLO 2 | CLO 3 | CLO 4 |
| 1 | 21701032044 | HARBI PRAMANA | 70 | 70 | 80 | 80 |
| 2 | 21701032045 | MUHAMMAD FAJAR MAULANA | 60 | 90 | 90 | 90 |
| 3 | 21701032046 | ALI MAS'UD | 60 | 90 | 90 | 90 |
| 4 | 21701032047 | ANITA SARI | 60 | 90 | 50 | 90 |
| 5 | 21701032048 | DWI JAYANTI MANDA SARI | 60 | 90 | 90 | 90 |
| 6 | 21701032049 | META ROSALINA | 60 | 65 | 65 | 65 |
| 7 | 21701032050 | TAUFIQ FIRMANSYAH | 70 | 90 | 90 | 90 |
| 8 | 21701032051 | AINAYA PUTRI MAGFIROH | 60 | 65 | 90 | 90 |
| 9 | 21701032052 | ARIF RAHWANSYAH | 55 | 90 | 90 | 90 |
| 10 | 21701032053 | FERDIANSAH EKA SAPUTRA | 50 | 65 | 90 | 90 |
| 11 | 21701032054 | ALDYFERDIAN MAHESTA JA | 55 | 65 | 90 | 90 |
| 12 | 21701032055 | MILKA SILVIA C. D. | 90 | 90 | 90 | 90 |
| 13 | 21701032056 | MOCH. HELMI FAUZI | 50 | 90 | 90 | 90 |
| 14 | 21701032057 | KUNANTO PRAMUJI | 50 | 90 | 90 | 90 |
| 15 | 21701032058 | ADI PUTRA PRATAMA | 60 | 65 | 90 | 90 |
| 16 | 21701032061 | M. AUFAN NASRULLAH | 90 | 50 | 90 | 90 |
| 17 | 21701032062 | ALVIN YUDIANTO | 90 | 80 | 90 | 85 |
| 18 | 21701032063 | MOHAMAD TAEDY DWI SAPU | 90 | 80 | 90 | 85 |
| 19 | 21701032064 | AHMAD KHUSNI | 60 | 65 | 90 | 90 |
| 20 | 21701032066 | NURUL HANIFAH | 60 | 65 | 90 | 90 |
| 21 | 21701032067 | DIDI SURYADIN | 90 | 90 | 90 | 80 |
| 22 | 21701032068 | MUHAMMAD RIFKI | 60 | 50 | 60 | 60 |
| 23 | 21701032069 | MUHAMMAD ROJABI THOYAL | 60 | 65 | 50 | 50 |
| 24 | 21701032070 | SYARIF HIDAYATULLAH | 90 | 80 | 90 | 85 |
| 25 | 21701032071 | RUSLIADI | 60 | 65 | 90 | 90 |
| 26 | 21701032072 | MARISSA TSANIA EL WARD | 55 | 55 | 80 | 90 |
| 27 | 21701032075 | SITI AISYAH KOMALA | 90 | 90 | 90 | 90 |
| 28 | 21701032076 | SYAFAROTUL KIROMAH | 60 | 65 | 90 | 90 |
| 29 | 21701032077 | ISNAWIYAH | 90 | 90 | 90 | 80 |
| 30 | 21701032078 | JOKO SUJATMIKO | 80 | 80 | 80 | 80 |
| 31 | 21701032079 | YULI ARSIH | 90 | 90 | 80 | 90 |
| 32 | 21701032080 | MOHAMAD HANIF ADHAWIJA | 80 | 80 | 80 | 80 |

C Class

| Matrik Rekap Nilai Akhir Mahasiswa | | | | | | | | | | | | | | | | | |
|------------------------------------|-------------|------------------------|-------------------------------|------------|-------------|------------|--------------|-----------|----------|----------|-------|-------|----|----|-------|----------|---|
| No. | NPM | NAMA | SUB-CPMK/BOBOT (NILAI HARIAN) | | | | NILAI HARIAN | | UTS | UAS | angka | HURUF | | | | | |
| | | | 1 | 2 | 3 | 4 | Skala 4*25 | Skala 4 | | | | | | | | | |
| | | | skala 4*30% | skala 4*5% | skala 4*40% | skala 4*25 | Skala 4 | Skala 100 | | | | | | | | | |
| 1 | 21701032084 | IZZAN FAIQOH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 76.5 | 70 | 70 | 76.75 | B | |
| 2 | 21701032085 | MUHAMMAD ALFI RIDHANSY | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 50 | 70 | 70.3 | B | |
| 3 | 21701032086 | AHMAD SYAEKHUL UMAM | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 70 | 70 | 80 | A | |
| 4 | 21701032087 | BIMA FAJAR BAHARI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78 | 40 | 75 | 72.25 | B | |
| 5 | 21701032088 | MOHAMMAD AMRU UBADILL | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 80 | 70 | 80.15 | A | |
| 6 | 21701032089 | LIKAH TRISNA ROSIDAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 21.25 | 80 | 80 | 84 | A | |
| 7 | 21701032090 | SALVITA AYU MAYANGSARI | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 75 | 80 | 81 | A | |
| 8 | 21701032091 | ABDUL BARRY MARSIANOOR | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 60 | 75 | 77.5 | B | |
| 9 | 21701032092 | WARDATUS SHOLEHAH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 60 | 80 | 80.5 | A | |
| 10 | 21701032093 | NOVITA MAULIDINA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 79.75 | 70 | 80 | 81 | A | |
| 11 | 21701032094 | RIFIQI A'WANIL ABDI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 70 | 60 | 74.3 | B | |
| 12 | 21701032095 | RIZKI ZULKARNAIN | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 90 | 70 | 70 | 80.25 | A | |
| 13 | 21701032096 | SITI ULIN NAFIQOH | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 70 | 75 | 81.75 | A | |
| 14 | 21701032097 | NURUL FITRIA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 78 | 70 | 80 | 81 | A | |
| 15 | 21701032100 | FINA MIRAYANTI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 60 | 65 | 74.75 | B | |
| 16 | 21701032101 | RIZA FARADIBA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 90 | 60 | 65 | 70.25 | B | |
| 17 | 21701032102 | NUR LAILI 'IRFAN WAHYU | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 88.25 | 70 | 50 | 74.9 | B | |
| 18 | 21701032103 | JAENAH ELMI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 88.25 | 50 | 65 | 72.25 | B | |
| 19 | 21701032104 | MAHMUDI | 1 | 0.3 | 1 | 0.05 | 1 | 0.4 | 1 | 0.25 | 1 | 79.75 | 50 | 50 | 50 | D | |
| 20 | 21701032106 | M. FAUZAN AKMALUDIN | 1 | 0.3 | 1 | 0.05 | 1 | 0.4 | 1 | 0.25 | 1 | 79.75 | 50 | 65 | 51 | D | |
| 21 | 21701032107 | NI MADE PUTRI AGUSTINI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 87.5 | 70 | 60 | 76 | B | |
| 22 | 21701032109 | ARIYADI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 59.5 | 50 | 60 | 72.5 | B | |
| 23 | 21701032110 | M. IMAM MUSTOFA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 21.25 | 60 | 60 | 71.5 | B | |
| 24 | 21701032111 | SITI NURHALIZA | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 88.25 | 80 | 80 | 85.15 | A | |
| 25 | 21701032112 | SURYADI | 2 | 0.6 | 2 | 0.1 | 2 | 0.8 | 2 | 0.5 | 2 | 79.75 | 50 | 50 | 66.4 | C | |
| 26 | 21701032114 | SHIVARA YAN FIRDAUSYA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 54.5 | 50 | 70 | 73.5 | B | |
| 27 | 21701032115 | SHINTA PRAMESTI SURYO | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 90 | 75 | 80 | 81.9 | A | |
| 28 | 21701032116 | NUR KHABIBATUR ROHMAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 79.75 | 65 | 70 | 75.75 | B | |
| 29 | 21701032117 | MUHAMMAD NAILUL AQSHO | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 87.5 | 50 | 70 | 72 | B | |
| 30 | 21701032118 | FEBRIANTI MAGGELLANG | 4 | 1.2 | 4 | 0.2 | 4 | 1.6 | 4 | 1 | 4 | 80 | 70 | 70 | 81 | A | |
| 31 | 21701032120 | SITI NURHALIZA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 86 | 80 | 60 | 77.9 | B | |
| 32 | 21701032122 | DEVI INDAH MASFUFAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 80 | 70 | 60 | 74.8 | B | |
| 33 | 21701032124 | TIARA MURSYIDAH | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 78.5 | 65 | 60 | 74.15 | B | |
| 34 | 21701032125 | ADI PRIMA PUTRA | 1 | 0.3 | 1 | 0.05 | 1 | 0.4 | 1 | 0.25 | 1 | 52.5 | 50 | 70 | 51.5 | D | |
| 35 | 21701032126 | RINI LESTARI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 62.25 | 50 | 70 | 73.15 | B | |
| 36 | 21701032127 | HASAN AZZAKI AL ASKARI | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 74 | 70 | 60 | 71 | B | |
| 37 | 21701032128 | NOVIA DWI ALASTIA | 3 | 0.9 | 3 | 0.15 | 3 | 1.2 | 3 | 0.75 | 3 | 53.25 | 60 | 60 | 70.8 | B | |
| rata | | | 3.162162 | 0.948649 | 3.162162 | 0.158108 | 3.162162 | 1.264865 | 3.162162 | 0.790541 | | | | | | 32.43243 | % |
| konversi | | | 79.05405 | 23.71622 | 89.05405 | 3.952703 | 69.00405 | 31.62162 | 75.05405 | 19.76351 | | | | | | 56.75676 | % |
| | | | | | | | | | | | | | | | | 2.702703 | % |
| | | | | | | | | | | | | | | | | 0 | % |
| | | | | | | | | | | | | | | | | 8.108108 | % |
| | | | | | | | | | | | | | | | | 91.89189 | % |
| | | | | | | | | | | | | | | | | 8.108108 | % |
| | | | | | | | | | | | | | | | | | |

| NPM | NAMA | SCORE | | | |
|-------------|------------------------|-------|-------|-------|-------|
| | | CLO 1 | CLO 2 | CLO 3 | CLO 4 |
| 21701032084 | IZZAN FAIQOH | 70 | 70 | 80 | 80 |
| 21701032085 | MUHAMMAD ALFI RIDHANSY | 70 | 90 | 90 | 90 |
| 21701032086 | AHMAD SYAEKHUL UMAM | 70 | 90 | 90 | 90 |
| 21701032087 | BIMA FAJAR BAHARI | 70 | 90 | 90 | 90 |
| 21701032088 | MOHAMMAD AMRU UBADILL | 70 | 90 | 90 | 90 |
| 21701032089 | LIKAH TRISNA ROSIDAH | 60 | 65 | 90 | 90 |
| 21701032090 | SALVITA AYU MAYANGSARI | 50 | 90 | 90 | 90 |
| 21701032091 | ABDUL BARRY MARSIANOOR | 60 | 65 | 90 | 90 |
| 21701032092 | WARDATUS SHOLEHAH | 50 | 90 | 90 | 90 |
| 21701032093 | NOVITA MAULIDINA | 60 | 65 | 90 | 90 |
| 21701032094 | RIFIQI A'WANIL ABDI | 60 | 65 | 90 | 90 |
| 21701032095 | RIZKI ZULKARNAIN | 90 | 90 | 90 | 90 |
| 21701032096 | SITI ULIN NAFIQOH | 90 | 90 | 90 | 90 |
| 21701032097 | NURUL FITRIA | 90 | 90 | 50 | 90 |
| 21701032100 | FINA MIRAYANTI | 60 | 65 | 90 | 50 |
| 21701032101 | RIZA FARADIBA | 90 | 90 | 90 | 90 |
| 21701032102 | NUR LAILI 'IRFAN WAHYU | 90 | 80 | 90 | 85 |
| 21701032103 | JAENAH ELMI | 90 | 80 | 90 | 85 |
| 21701032104 | MAHMUDI | 60 | 65 | 90 | 90 |
| 21701032106 | M. FAUZAN AKMALUDIN | 60 | 65 | 90 | 90 |
| 21701032107 | NI MADE PUTRI AGUSTINI | 90 | 90 | 90 | 80 |
| 21701032109 | ARIYADI | 60 | 50 | 60 | 60 |
| 21701032110 | M. IMAM MUSTOFA | 60 | 65 | 60 | 60 |
| 21701032111 | NATASHA ANGELINE | 90 | 80 | 90 | 85 |
| 21701032112 | SURYADI | 60 | 65 | 90 | 90 |
| 21701032114 | SHIVARA YAN FIRDAUSYA | 60 | 60 | 80 | 90 |
| 21701032115 | SHINTA PRAMESTI SURYO | 90 | 90 | 90 | 90 |
| 21701032116 | NUR KHABIBATUR ROHMAH | 60 | 65 | 90 | 90 |
| 21701032117 | MUHAMMAD NAILUL AQSHO | 90 | 90 | 90 | 80 |
| 21701032118 | FEBRIANTI MAGGELLANG | 80 | 80 | 80 | 80 |
| 21701032120 | SITI NURHALIZA | 90 | 90 | 80 | 90 |
| 21701032122 | DEVI INDAH MASFUFAH | 80 | 80 | 80 | 80 |
| 21701032124 | TIARA MURSYIDAH | 60 | 90 | 90 | 80 |
| 21701032125 | ADI PRIMA PUTRA | 60 | 50 | 80 | 80 |
| 21701032126 | RINI LESTARI | 90 | 65 | 80 | 80 |
| 21701032127 | HASAN AZZAKI AL ASKARI | 60 | 80 | 80 | 80 |
| 21701032128 | NOVIA DWI ALASTIA | 60 | 65 | 75 | 80 |