



A. NAMA DOSEN KELOMPOK AHLI KONSENTRASI

A.1. MARKETING MANAGEMENT FIELD

Ketua : Prof. Gede Sri Darma, D.B.A.
Anggota : Prof. Dr. I Nengah Dasi Astawa, Drs., M.Si.
: Dr. Nyoman Sri Subawa, M.M.
: Dr. Ni Nyoman Sunariani, Dra., M.M.

A.2. STRATEGIC MANAGEMENT FIELD

Ketua : Prof. Gede Sri Darma, D.B.A.
Anggota : Dr. Ketut Arnaya, S.E., M.M.
: Agus Fredy Maradona, PhD., CA.
: Dr. Ni Putu Nina Eka Lestari, S.E., M.M.

A.3. HUMAN RESOURCE MANAGEMENT FIELD

Ketua : Prof. Dr. IB Raka Suardana, S.E., M.M.
Anggota : Dr. A.A.N. Oka Suryadinatha Gorda, S.E., M.M.
: Dr. I.G.N. Putra Suryanata, Drs., M.S.
: Dr. A.A.N. Eddy Supriyadinata Gorda

A.4. FINANCIAL AND BANKING MANAGEMENT FIELD

Ketua : Agus Fredy Maradona, PhD., CA.
Anggota : Luh Putu Mahyuni, S.E., M.Si., Ak., PhD. CA
: Prof. Dr. IB Raka Suardana, S.E., M.M.
: Dr. IB Teddy Prianthara, S.E., M.Si. Ak.

A.5. ELECTRONIC BUSINESS FIELD

Ketua : Prof. Gede Sri Darma, D.B.A.
Anggota : Ir. Agus Putu Abiyasa PhD., IPM
: Dr. IB Teddy Prianthara, S.E., M.Si. Ak.
: Agus Fredy Maradona, PhD., CA.

A.6. HEALTH AND HOSPITAL MANAGEMENT FIELD

Ketua : dr. Ida Ayu Ratih Wulandari Manuaba, S.PPd-KR., M.Kes.
Anggota : dr. I Gede Wiryana Patra Jaya, M.Kes.
: dr. Sandra Hendana, S.Ked., M.M.
: dr. I Putu Heriawan, S.Ked., M.M.

B. MILESTONE MATA KULIAH PROGRAM MM

Semester I

1. Human Resource Management (3 Sks)
2. Marketing Management (3 Sks)
3. Operations Management (3 Sks)
4. Management Information System (3 Sks)

Semester II

1. Business Research Methods (3 Sks)
2. Strategic Management (3 Sks)
3. Managerial Accounting (3 Sks)
4. Financial Management (3 Sks)

Semester III

1. International Business (3 Sks)
2. Managerial Economics (3 Sks)
3. Statistics for Research (2 Sks)
4. Thesis Proposal (2 Sks)
5. GBE (3 Sks)

Semester IV

1. Concentration 1 (2 Sks)
2. Concentration 2 (2 Sks)
3. Concentration 3 (2 Sks)
4. Thesis (4 sks)

C. DAFTAR MATA KULIAH DAN DOSEN PENGAJAR

C.1. MATA KULIAH INTI

1. HUMAN RESOURCE MANAGEMENT

- Dr. A.A.N. Oka Suryadinatha Gorda, SE., MM.

2. MARKETING MANAGEMENT

- Dr. Nyoman Sri Subawa, MM.

- Dr. Ngakan Putu Kiskinda, Drs., M.S

3. OPERATIONS MANAGEMENT

- Prof. Dr. I Nengah Dasi Astawa, Drs., M.Si.

- Dr. Ketut Arnaya, SE., M.M.

- Dr. I Putu Miartana, Drs., M.M.

4. MANAGEMENT INFORMATION SYSTEMS

- Prof. Gede Sri Darma, D.B.A.

- Ir. Agus Putu Abiyasa Ph.D., IPM

5. BUSINESS RESEARCH METHODS

- Prof. Augusty Tae Ferdinand, D.B.A.

- Dr. A.A.N. Oka Suryadinatha Gorda, SE., MM.

6. STRATEGIC MANAGEMENT

- Prof. Gede Sri Darma, D.B.A.

- Dr. Ketut Arnaya, SE., M.M.

7. MANAGERIAL ACCOUNTING

- Prof. Dr. IB Raka Suardana, S.E., M.M.
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- Dr. IB Teddy Prianthara, S.E., M.Si., Ak.

8. FINANCIAL MANAGEMENT

- Agus Fredy Maradona, PhD., CA.

- Luh Putu Mahyuni, SE., M.Si., Ak., PhD. CA.

9. INTERNATIONAL BUSINESS

- Prof. Gede Sri Darma, D.B.A.

- Agus Fredy Maradona, PhD., CA.

10. MANAGERIAL ECONOMICS

- Dr. I G.N. Putra Suryanata, Drs., M.S.
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- Dr. Ni Nyoman Sunariani, Dra., MM.

11. STATISTICS FOR RESEARCH

- Prof. Gede Sri Darma, D.B.A.

- Prof. Augusty Tae Ferdinand, D.B.A.

- Dr. I Nyoman Rasmien Adi, M.S.

C.2. MATA KULIAH KONSENTRASI

(Mahasiswa wajib mengambil 3 mata kuliah dari 6 mata kuliah yang ditawarkan)

C.2.1. Marketing Management Field

1. *Consumer Behavior and Marketing Strategy*

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| - Dr. Nyoman Sri Subawa, MM. |
| - Dr. Ngakan Putu Kiskinda, Drs., M.S. |

2. *Customer Satisfaction Management*

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| - Prof. Dr. I Nengah Dasi Astawa, Drs., M.Si. |
| - Dr. Ni Nyoman Sunariani, Dra., M.M. |

3. *Customer Service Orientation Enhancement*

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| - Prof. Dr. I Nengah Dasi Astawa, Drs., M.Si. |
| - Dr. Ni Nyoman Sunariani, Dra., MM. |

4. *Digital Marketing*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Ir. Agus Putu Abiyasa Ph.D., IPM |

C.2.2. Strategic Management Field

1. *Strategic Leadership & Corporate Governance*

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| - Prof. Gede Sri Darma, D.B.A. |
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2. *Strategy & Management Control*

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| - Agus Fredy Maradona, PhD., CA. |
| - Dr. Ni Putu Nina Eka Lestari, S.E., M.M. |

3. *Managing Strategy Formulation & Execution*

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| - Dr. Ni Putu Nina Eka Lestari, S.E., M.M. |
| - Dr. Ketut Arnaya, SE., M.M. |

4. *Advanced Strategic Management*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Agus Fredy Maradona, PhD., CA. |

5. *Stakeholder Management*

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| - Dr. Ni Putu Nina Eka Lestari, S.E., M.M. |
| - Dr. Ketut Arnaya, SE., M.M. |

6. *Value Chain Management*

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| - Dr. Ketut Arnaya, SE., M.M. |
| - Dr. Ni Putu Nina Eka Lestari, S.E., M.M. |

7. *Advanced Competitive Strategy*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Agus Fredy Maradona, PhD., CA. |

8. *Financial Dimension of Strategic Decisions*

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| - Agus Fredy Maradona, PhD., CA. |
| - Dr. Ni Putu Nina Eka Lestari, S.E., M.M. |

C.2.3. Human Resource Management Field

1. *Corporate Culture*

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| - Dr. A.A.N. Oka Suryadinata Gorda.,SE., MM |
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2. *Designing Competency Model and Performance Evaluation*

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| - Dr. I G.N. Putra Suryanata, Drs., M.S. |
| - Prof. Dr. IB Raka Suardana, S.E., M.M. |

3. *Designing Training Programs*

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| - Prof. Dr. IB Raka Suardana, S.E., M.M. |
| - Dr. I G.N. Putra Suryanata, Drs., M.S. |

4. *Human Resources Planning*

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| - Dr. A.A.N. Oka Suryadinatha Gorda.,SE., MM |
| - Dr. I G.N. Putra Suryanata, Drs., M.S. |

5. *Productivity and Health Management*

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| - Dr. A.A.N. Oka Suryadinatha Gorda.,SE., MM |
| - Prof. Dr. IB Raka Suardana, S.E., M.M. |

6. *Talent Management*

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| - Dr. A.A.N. Oka Suryadinatha Gorda.,SE., MM |
| - Prof. Dr. IB Raka Suardana, S.E., M.M. |

C.2.4. Financial and Banking Management Field

1. *Effective Cost Management*

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| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |
| - Agus Fredy Maradona, PhD., CA. |

2. *Financial Statement Analysis*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Luh Putu Mahyuni, SE., M.Si., Ak., PhD. CA. |

3. *Business and Financial Fraud*

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| - Prof. Dr. IB Raka Suardana, S.E., M.M. |
| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |

4. *Enterprise Risk Management*

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| - Agus Fredy Maradona, PhD., CA. |
| - Prof. Dr. IB Raka Suardana, S.E., M.M. |

5. *International Financial Management*

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| - Prof. Dr. IB. Raka Suardana, S.E., M.M.) |
| - Luh Putu Mahyuni, SE., M.Si., Ak., PhD. CA. |

6. *Treasury Management*

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| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |
| - Agus Fredy Maradona, PhD., CA. |

C.2.5 Electronic Business Field

1. *Electronic Commerce*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Ir. Agus Putu Abiyasa PhD., IPM |

2. *Entrepreneurship in Cyberspace*

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| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |
| - Ir. Agus Putu Abiyasa PhD., IPM |

3. *Finance of Electronic Business*

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|-----------------------------------|
| - Agus Fredy Maradona, PhD., CA. |
| - Ir. Agus Putu Abiyasa PhD., IPM |

4. *Electronic Business Fundamentals*

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| - Ir. Agus Putu Abiyasa PhD., IPM |
| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |

5. *Electronic Marketing*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |

6. *Information System Strategy Formulation*

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| - Ir. Agus Putu Abiyasa PhD., IPM |
| - Dr. IB Teddy Prianthara, S.E., M.Si., Ak. |

7. *Electronic Business Strategies and Solution*

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| - Prof. Gede Sri Darma, D.B.A. |
| - Agus Fredy Maradona, PhD., CA. |

8. *Electronic Business Information Systems*

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| - Ir. Agus Putu Abiyasa PhD., IPM |
| - Agus Fredy Maradona, PhD., CA. |

C.2.6 Health and Hospital Management

1. *Medical Services Management*

- dr. Ida Ayu Ratih Wulandari Manuaba, S.PPd-KR., M.Kes. (14 sesi pertemuan)

2. *Business and Hospital Entrepreneurship*

- dr. Sandra Hendana, S.Ked., M.M.

3. *Hospital Issues*

- dr. I Gede Wiryana Patra Jaya, M. Kes.
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- dr. I Putu Heriawan, S.Ked., M.M.

D. MATA KULIAH GBE OLEH PRAKTISI BUSINESS

(Semester III, 3 Sks Masing-masing 1 Sesi)

NO	NAMA DOSEN	JABATAN	TOPIK
1	Jaya Susila	KADIN BALI	Business in Digital Era
2	Prof. Christiantius Dwiatmasja, SE., ME., Ph.D.	Dekan FEB. Universitas Satya Wacana Salatiga	Human Research in Cerebral Industrial
3	Drs. Panudiana Kuhn, MM.	Ketua Asparindo (Asosiasi Pengusaha Indonesia) Provinsi Bali	Analysis of Foreign Trade Sector
4	Ir. Made Suryawan, MM., CHSP., CHA.	President Director "The Zeeti International"	Challenges of Bali Tourism
5	I Gusti Putu Anom Artawijaya, S.E., M.M.	Regional Human Resources Manager (Coca-cola Amatil Indonesia)	Managing People in the Multinational Company
6	Ida Dewa Gede Ngurah Swastha, SH.	Ketua Forum Kerukunan Antar Umat Provinsi Bali	Social Cultural Environment Changing
7	I Nyoman Suastika, SE., MM.	Area Manager Clipan Finance	Multifinance Business
8	Prof. Dr. Yulianto, M.S.	Dekan FEB. Universitas Lampung	Political Issues Regarding Business
9	Indrianawati Usman, Dr., S.E., M.Sc.	Pembantu Dekan II FEB. Universitas Erlangga	Turn Aroun Strategic in Business Strategis
10	Frederik Carlo Victorio Tassyam, B.bus, ANZIIF (Fellow), CIP.	Broker International Insurance	Story Telling : Essential Communication Device for People's Connector A Story of an Insurance Broker.
11	Dr. Agusdin, SE, MBA, D.B.A.	Direktur MM Universitas mataram	Inovasion Exien in Deploying Intrepreneurship
12	Dr. Drs. Hermanto, MBA, D.B.A.	Senior at Paiser MM Universitas Mataram	Strategi Financial Management to Deploying Business

NO	NAMA DOSEN	JABATAN	TOPIK
13	IB. Rai D Mantra, S.E., M.Si.	Wali Kota Denpasar	Corporate Social Responsibility
14	Prof. Dr. I Komang Gede Bendesa.	Pembantu Rektor 1 Universitas Udayana	Empowerment of Macro Economic Data for Business
15	Gde Wirata, SH.)	Ketua Kadin Periode 200 - 2010	Economic Tourism Analysis
16	Drs. IB. Kade Perdana, MM	Direktur Bank Mantap Periode 1995 – 2005	Fiscal & Monetary Policy
17	Drh. Komang Suarsana, M.Si.	Ketua KPI (Komisi Penyiaran Indonesia) Periode 2008	The Role of Mass Media Decesion Making
18	Dr. Yudi Agusta, M.Sc., Ph.D.	Ketua BPS (Badan Pusat Statistik) Provinsi Bali	Using BPS Data for Managerial Decision Making
19	Drs. Putu Suasta, MA.	Bisnis Ment	How to Running Business Well
20	I Putu Andi Wijaya, S.E.	Assistant Vice President (AVP) Foreign Exchange Trading Global Markets HSBC Bank Indonesia	Financial Markets in the Global Economy

Keterangan:

1 Sks = 50 Menit

1 Sesi = 150 Menit