

BIBLIOGRAPHY

Bennet, Millard and John D. Corrigan. *Successful Communication and Effective Speaking*.
United. 1972. Print.

Dawson, Roger. *Seni Negosiasi Secret of Power Negotiating*. Jakarta: PT Gramedia, 2003. Print.

Druckman, Daniel, Richard M. Rozelle, and James C. Baxter. *Onverbal Communication*.
California: Sage Publications, 1982. Print.

Kotler, Philip. *Marketing 3.0*. Jakarta: Erlangga, 2010. Print.

Lestiana, Nana, and Septi Maratus. "Komunikasi Interpersonal dan Intrapersonal". 8.
[https://www.academia.edu/6890068/Komunikasi Interpersonal dan Intrapersonal](https://www.academia.edu/6890068/Komunikasi_Interpersonal_dan_Intrapersonal). 27
April 2016.

Littlejohn, Stephen W and Karen A. Foss. *Theories of Human Communication*. United States of
America: Cengage Learning, 2008. Print.

Ludlow, Ron and Fergus Panton. *The Essence of Effective Communication*. Yogyakarta: Andi,
1996. Print.

Sugiyono. *Metode Penelitian Kuantitatif Kualitatif dan R&D*. Bandung: Alfabeta, 2009. Print.

INTERNET SOURCES

Ahmad, Safira Hana and Amir. "Negosiasi & Drafting Perjanjian." *Amirchinggu.blogspot.co.id*. 2015.
<http://amirchinggu.blogspot.co.id/2015/04/v-behaviorurldefaultvmlo.html>. 1 May 2016.

Andi Raharjo, Teguh. "Negosiasi: Definisi, Unsur, Macam, dan Perannya dalam Hubungan Internasional." *Hibanget.com*. 2016. <http://hibanget.com/negosiasi-definisi-unsur-macam-dan-perannya-dalam-hubungan-internasional/>. 1 May 2016.

Gutierrez, Jeffrey. "Budget Hotel." *Scribd.com*. 2016.
<https://www.scribd.com/doc/237344813/Budget-Hotel-Merupakan-Salah-Satu-Jenis-Hotel-Yang-Mulai-Berkembang-Di-Tengah-Maraknya-Pembangunan-Hotel-Yang-Terjadi-Saat-Ini>. 27 May 2016.

Koran Sindo. "Strategi, Kunci, dan Seni Bernegosiasi." *Beta.tirto.id*. 11 March 2016.
<http://beta.tirto.id/20160311-media-cetak/strategi-kunci-dan-seni-bernegosiasi-49825/>. 9 June 2016.

Rosihan, Amha. "Perbedaan Persuasi Dengan Negosiasi." *Astalog.com*. 2016.
<https://www.google.com/search?q=PERBEDAAN+PERSUASI+DAN+NEGOSIASI&ie=utf-8&oe=utf-8&client=firefox-b-ab>. 22 May 2016.