

ABSTRACT

THE EFFECTIVENESS OF NEGOTIATION TRAINING IN XYZ UNIVERSITY STUDENT ORGANIZATION MANAGERS

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This study aims to determine the effectiveness of negotiation training on the management of student organizations at XYZ University. This study uses a quasi-experimental quantitative method with a research design using a one-group pretest-posttest design. The subjects of this study were 30 student subjects who were administrators of the XYZ University student organization to become participants in negotiation training. The instrument used in this research is the Negotiation Skills Instrument. The results of the paired sample t-test showed the p-value of negotiation skills <0.05 , so it can be concluded that the provision of negotiation training is effective for the management of the student organization of XYZ University.

Keywords: *Negotiation, Student organizations*

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