

ABSTRACT

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PROFESSIONAL WORK ACTIVITIES IN PROCEDURE OSERVICES FOR THE ESTABLISHMENT OLAND SELLING BUYING OFFICERS (P.P.A.T) SUWARNO, S.H., M.KN

Professional work is an activity that aims to provide students with experience and an overview othe world owork, because we know that only getting material and theory is not enough to make students able to place themselves in a work environment that is increasingly fierce in competition in this era oglobalization. Students get the opportunity to become better personalities in the work environment by applying the material that has been obtained in this professional activity and in implementing this professional activity students practice their abilities in the world owork in accordance with the competencies in the Management Study Program in Agencies.

During the period ocarrying out professional work in Land Deed Making (P.P.A.T) Suwarno, S.H., M.Kn, Practitioners have an opportunity to participate in the management oland certificates, both land sales and land purchases and are directly involved in these activities.

Practitioners get a lot oexperience and learning in the process fomanaging the land sale and purchase deed, after carrying out professional work activities, one owhich is accuracy in the world owork, activities at work, discipline at work, and mental training to meet new people and communicate with customers. Especially how to deal with various kinds ocustomers wisely and politely.

Keywords: *Professional Work, Deed oSale and Purchase oLand, Communication*