

## **ABSTRACT**

**NAUFAL IBRAHIM (2020021030)**

### **PROFESSIONAL WORK ACTIVITIES IN THE VARIOUS BUSINESS UNITS OF THE BUSINESS COOPERATION DIVISION, COMMERCIAL DIVISION OF PT. ASDP INDONESIA FERRY (PERSERO)**

*This research aims to provide an overview of the Professional Work Activities (KP) as a graduation requirement course at Universitas Pembangunan Jaya (UPJ). KP is an activity that allows students to apply theories acquired during their academic studies into the working world, focusing on the analysis of theories and practices aligned with the competencies of the Study Program (Prodi). This Professional Work takes place at PT. ASDP Indonesia Ferry (Persero) from August 4, 2023, to September 30, 2023. Initially, practitioners are introduced to the organizational structure, operational activities, and company regulations. They are placed in the Miscellaneous Services Unit (UAJ), responsible for enhancing the company's revenue and sales through collaboration strategies beyond the company's core business. During the KP period, practitioners undergo administrative processes required by the Management Study Program before commencing their tasks. They also undergo training and guidance to understand the roles and activities undertaken in UAJ, minimizing potential errors. The findings of this research indicate that KP at PT. ASDP Indonesia Ferry (Persero) provides valuable experiences for students to adapt to the work environment, apply theory into practice, and gain a comprehensive understanding of the Miscellaneous Services Unit's function in boosting the company's revenue.*

**Keywords:** *Professional Work, Universitas Pembangunan Jaya, PT. ASDP Indonesia Ferry (Persero), Miscellaneous Services Unit, Work Experience, Theory Application into Practice.*