

**INVESTIGATING THE RELATIONSHIP
BETWEEN EMPLOYEE NEGOTIATION
SKILLS AND EXPORT PAYMENT TERMS
PREFERABILITY**



THESIS

Submitted as requirements
to complete Undergraduate Program (S1)
at the Undergraduate Program at Faculty of Economic and Business
Diponegoro University

Written by:

ADAM SULTHANULFALAH
NIM. 12010120190117

FACULTY OF ECONOMIC AND BUSINESS

DIPONEGORO UNIVERSITY

SEMARANG

2024