**ABSTRACT** 

Management Contract of the Faculty of Industrial Engineering is a contract

agreement between the rector and the Faculty of Industrial Engineering.

Achievement of the management contract demonstrates the faculty performance.

In this management contract the targets of the Tridarma University are specified

namely teaching, research publications, and community service that must be met

by the faculty.

Assessment of the performance is related to the Lecturer Workload Assessment.

To determine the Lecturer Workload, identification of the lecturer data in the field

of Tridharma University and supporting data are required, the data will then be

converted into information. This information will be used as the basis evaluation

of Lecturer Workload as well as the rector performance contract.

The process of converting data into information in this study used knowledge

conversion method 5C comprising Contextualized, Categorized, Calculated,

Corrected, and Condensed. This conversion process is started from the

identification of the data, understanding the benefits of data, grouping into key

attributes, performing calculations, making corrections, and summarizing

information. In this study the business of the lecturer performance appraisal

process is made. Business processes which made is divided into three components,

namely teaching, research, and community service. This is necessary because the

faculty did not have this business process before.

The conclusion of this study is mostly of the faculty of industrial engineering's

lecturers do not have Academic Function Positions and do not have functional

position, there are 36 lecturers who have the status of 69 the faculty of industrial

engineering's lecturers. Of the 69 of the faculty of industrial engineering's

lecturers, only 32 lecturers who have Lecturer Workload credit more than 16

credits. While the remaining 37 are have bellow 16 credits.

Keywords: Knowledge Conversion, 5C, Faculty's Manajemen Contract,

Lecturer's Work Load, Business Process

i