THESIS

COMMUNICATION NETWORK STRATEGY BETWEEN UP LINE AND DOWN LINE INSIDE SMALL GROUP NETWORK MARKETING;

(Case Study: Freedom FaithNet Global Surabaya)

Presented by: Name: FLORENT Giovanni Mbolatiana NIM: 07131485352

MASTER PROGRAM COMMUNICATION AND MEDIA STUDY FACULTY OF SCIENCE SOCIAL AND POLITIC SCIENCE

AIRLANGGA UNIVERSITY

SURABAYA

2015

THESIS

COMMUNICATION NETWORK STRATEGY BETWEEN UP LINE AND DOWN LINE INSIDE SMALL GROUP NETWORK MARKETING

(Case Study: Freedom FaithNet Global Surabaya)

THESIS

Submitted as one of the requirement to acquire the degree: Master of Communication and Media Studies program at the Master's degree program Faculty of Social and Political Sciences University of Airlangga

> Presented by: Name: FLORENT Giovanni Mb. NIM: 07131485352

MASTER PROGRAM COMMUNICATION AND MEDIA STUDY FACULTY OF SCIENCE SOCIAL AND POLITIC SCIENCE

AIRLANGGA UNIVERSITY

SURABAYA

July 2015