



Universitas Negeri Surabaya
Faculty of Economics and Business
Economic Education Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Entrepreneurship	8720302339	Entrepreneurship	T=2	P=0	ECTS=3.18	3	April 28, 2023
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
	Putri Ulfa Kamalia, S.Pd., M.Pd		Riza Yonisa Kurniawan, S.Pd., M.Pd			Dr. Retno Mustika Dewi, S.Pd., M.Pd.	

Learning model	Project Based Learning
-----------------------	-------------------------------

Program Learning Outcomes (PLO)	PLO study program that is charged to the course
--	--

PLO-8	Able to communicate well orally and in writing in learning activities
PLO-9	Able to solve problems in economic learning comprehensively in accordance with developments in science and technology

Program Objectives (PO)	
--------------------------------	--

PO - 1	Able to develop understanding and awareness of the nature of entrepreneurship which includes basic concepts, characteristics and learning objectives of entrepreneurship
PO - 2	Able to internalize the values and attitudes contained in entrepreneurship, such as work ethic, achievement motive, independence, creativity, decision-making skills, and so on
PO - 3	Able to develop employability skills in students as a basic prerequisite for the formation of an entrepreneurial spirit and ethos (project learning)
PO - 4	Able to disseminate the characteristics and ethos of entrepreneurship widely through formal, informal and non-formal education channels
PO - 5	Responsible for achieving work results both independently and in communicative, appreciative and participative groups

PLO-PO Matrix	
----------------------	--

	<table border="1"> <tr> <th>P.O</th> <th>PLO-8</th> <th>PLO-9</th> </tr> <tr> <td>PO-1</td> <td></td> <td></td> </tr> <tr> <td>PO-2</td> <td></td> <td></td> </tr> <tr> <td>PO-3</td> <td></td> <td></td> </tr> <tr> <td>PO-4</td> <td></td> <td></td> </tr> <tr> <td>PO-5</td> <td></td> <td></td> </tr> </table>	P.O	PLO-8	PLO-9	PO-1			PO-2			PO-3			PO-4			PO-5		
P.O	PLO-8	PLO-9																	
PO-1																			
PO-2																			
PO-3																			
PO-4																			
PO-5																			

PO Matrix at the end of each learning stage (Sub-PO)	
---	--

	<table border="1"> <tr> <th rowspan="2">P.O</th> <th colspan="16">Week</th> </tr> <tr> <th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th><th>10</th><th>11</th><th>12</th><th>13</th><th>14</th><th>15</th><th>16</th> </tr> <tr> <td>PO-1</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>PO-2</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>PO-3</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>PO-4</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>PO-5</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>	P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	PO-2																	PO-3																	PO-4																	PO-5																
P.O	Week																																																																																																																						
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16																																																																																																							
PO-1																																																																																																																							
PO-2																																																																																																																							
PO-3																																																																																																																							
PO-4																																																																																																																							
PO-5																																																																																																																							

Short Course Description	This course includes a discussion of the concept of entrepreneurship in an effort to develop an entrepreneurial spirit, namely the ability to motivate oneself to be able to capture business opportunities, create services, production, marketing, partnerships and management, as well as being able to improve problem solving skills in business. Lectures are carried out using a system of discussions, project assignments and reflection.
---------------------------------	--

References	Main :
-------------------	---------------

1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya
2. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya
3. Robert T Kyjuosaki. 2020. Rich Dad, Poor Dad. Jakarta: PT SUN.
4. Hendro. M.M. 2021. Dasar-dasar Kewirausahaan. Jakarta: Erlangga
5. Leonardus Saiman.2022. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat
6. Osterwalder, Alexander dan Yves Pigneur., 2021. Business Model Generation, PT.Elex Media Komputindo, Jakarta.
7. Pedoman PKM 2022. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti: Jakarta

Supporters:

Supporting lecturer
 Muhammad Abdul Ghofur, S.E., M.Pd.
 Riza Yonisa Kurniawan, S.Pd., M.Pd.
 Putri Ulfa Kamalia, S.Pd., M.Pd.

Week-	Final abilities of each learning stage (Sub-PO)	Evaluation		Help Learning, Learning methods, Student Assignments, [Estimated time]		Learning materials [References]	Assessment Weight (%)
		Indicator	Criteria & Form	Offline (offline)	Online (online)		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Describe the basic concepts of entrepreneurship	1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship	Criteria: Project Results Assessment Form of Assessment : Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		Material: • Understanding entrepreneurship; The importance of entrepreneurship Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
2	Able to motivate yourself to make your dreams come true	1. Able to create a dream for oneself 2. Able to determine how to achieve that dream 3. Combine dreams with the reality of society's needs 4. Formulate what you want in your career for yourself.	Criteria: Project Results Assessment Form of Assessment : Project Results Assessment / Product Assessment	2 X 50		Material: • Spiritual/religious entrepreneurship, the importance of building an entrepreneurial spirit/spirit for personal and national progress in Indonesia • Articles about entrepreneurs in Indonesia Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
3	Describe business opportunities and business ideas	1.Explain business opportunities and ideas 2.Developing business ideas 3.Find 4.Analyze 5.Decide	Criteria: Test Form of Assessment : Test	Direct learning and sharing 2 X 50		Material: • Entrepreneurial character, development and elaboration of entrepreneurial character indicators based on educational science. • Business profiles and successful entrepreneurs • Main books 1 & 2 Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%
4	Understand business ethics	1.Distinguish between ethical business and unethical business 2.Explain the rights and obligations of entrepreneurs 3.Explain the various types of business permits	Criteria: work method Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance	Discussion and question and answer 1 X 1		Material: • Observations and interviews with entrepreneurs in the neighborhood • Main books 1 & 2 Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	5%

5	Understand business plans	<ol style="list-style-type: none"> 1.Explain the meaning of a business plan 2.Explain the benefits of a business plan 3.Explain the purpose of the business plan 4.Explain the systematics of a business plan 5.Explaining the canvas business model 	<p>Criteria: Project Results Assessment</p> <p>Form of Assessment : Project Results Assessment / Product Assessment, Portfolio Assessment</p>	Discussion and questions and answers 2 X 50		<p>Material: • Understanding achievement motivation, foundations of achievement motivation, Good team player, communication and negotiation • Learning points in games extracted from students and lecturers • Supporting books 3</p> <p>Library: <i>Hendro. MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i></p>	5%
6	Understand business plans	<ol style="list-style-type: none"> 1.Explain the meaning of a business plan 2.Explain the benefits of a business plan 3.Explain the purpose of the business plan 4.Explain the systematics of a business plan 5.Explaining the canvas business model 	<p>Criteria: Project Results Assessment</p> <p>Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance</p>	Discussion and questions and answers 2 X 50		<p>Material: • Internal and external analysis, new product ideas (product concept, marketing concept, integrated concept/creating market needs) • Main book 1</p> <p>Bibliography: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
7	Explain the marketing plan in running a business	<ol style="list-style-type: none"> 1.Explaining Segmenting Targeting Positioning (STP) 2.Explain customer value 3.Explaining the Marketing Mix 	<p>Criteria: Project Results Assessment</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Hands-on learning and 2 X 50 assignments		<p>Material: business marketing</p> <p>Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
8	MIDDLE SEMESTER EXAMINATION (UTS)	test	<p>Criteria: test</p> <p>Form of Assessment : Test</p>	2 X 50 test		<p>Material: UTS</p> <p>Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	0%
9	Explain the production plan in a business	<ol style="list-style-type: none"> 1.Explain how to make it 2.Identify material needs and how to obtain them 3.Identify the machines/equipment needed 4.Determine production targets 5.Calculate the cost of production 	<p>Criteria: Project Results Assessment</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning and sharing 2 X 50		<p>Material: • Business Ethics, social responsibility in business • News articles about companies that ignore business ethics • Main books 1 & 2</p> <p>Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
10	Planning Human Resources in a business	<ol style="list-style-type: none"> 1.Identify workforce needs 2.Identify the skills needed 3.Determine working hours 4.Designing a compensation system (salary, wages, incentives) 5.Arrange personnel arrangements 	<p>Criteria: Project Results Assessment</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Cooperative learning Problem based learning 2 X 50		<p>Material: • Selling Skills, Customer Service, Services Excellence, Making money without money • Film about selling skills, customer service and service excellence</p> <p>Reader: <i>Robert T Kyuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i></p>	10%

11	Planning finances in a business	1. Identify needs and sources of funds 2. Develop a cash flow plan 3. Prepare a financial report plan (Balance Sheet and Profit and Loss)	Criteria: Project Results Assessment Form of Assessment : Project Results Assessment / Product Assessment	Hands-on learning and 2 X 50 assignments		Material: • Components of business planning, planning systematics, needs analysis, implementation and business evaluation Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
12	Drawing up a business plan	Drawing up a business plan	Criteria: Project Results Assessment Form of Assessment : Assessment of Project Results / Product Assessment, Practices / Performance	Direct learning 2 X 50		Material: • Business project feasibility report, business capital management, calculating BEP. • Main book 1 Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
13	Business plan presentation	Business plan presentation	Criteria: Project Results Assessment Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment	Discussion 2 X 50		Material: • Business plan reports for each business group. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
14	Business plan presentation	Business plan presentation	Criteria: Project Results Assessment Form of Assessment : Project Results Assessment / Product Assessment	Discussion 2 X 50		Material: • Business plan reports for each business group. • Learning points in overcoming obstacles and problems faced from library class discussions: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
15	Business plan presentation	Business plan presentation	Criteria: work method Form of Assessment : Practice / Performance	Discussion 2 X 50		Material: • Business plan reports for each business group. • Learning points from business group business evaluation results from class discussions Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	10%
16	FINAL SEMESTER EXAMINATION (UAS)	test	Criteria: test Form of Assessment : Test	2 X 50 test		Material: UAS Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	0%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	5%
2.	Project Results Assessment / Product Assessment	67.5%
3.	Portfolio Assessment	2.5%
4.	Practice / Performance	20%
5.	Test	5%
		100%

Notes

1. **Learning Outcomes of Study Program Graduates (PLO - Study Program)** are the abilities possessed by each Study Program graduate which are the internalization of attitudes, mastery of knowledge and skills according to the level of their study program obtained through the learning process.
2. **The PLO imposed on courses** are several learning outcomes of study program graduates (CPL-Study Program) which are used for the formation/development of a course consisting of aspects of attitude, general skills, special skills and knowledge.
3. **Program Objectives (PO)** are abilities that are specifically described from the PLO assigned to a course, and are specific to the study material or learning materials for that course.
4. **Subject Sub-PO (Sub-PO)** is a capability that is specifically described from the PO that can be measured or observed and is the final ability that is planned at each learning stage, and is specific to the learning material of the course.
5. **Indicators for assessing** ability in the process and student learning outcomes are specific and measurable statements that identify the ability or performance of student learning outcomes accompanied by evidence.
6. **Assessment Criteria** are benchmarks used as a measure or measure of learning achievement in assessments based on predetermined indicators. Assessment criteria are guidelines for assessors so that assessments are consistent and unbiased. Criteria can be quantitative or qualitative.
7. **Forms of assessment:** test and non-test.
8. **Forms of learning:** Lecture, Response, Tutorial, Seminar or equivalent, Practicum, Studio Practice, Workshop Practice, Field Practice, Research, Community Service and/or other equivalent forms of learning.
9. **Learning Methods:** Small Group Discussion, Role-Play & Simulation, Discovery Learning, Self-Directed Learning, Cooperative Learning, Collaborative Learning, Contextual Learning, Project Based Learning, and other equivalent methods.
10. **Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
11. **The assessment weight** is the percentage of assessment of each sub-PO achievement whose size is proportional to the level of difficulty of achieving that sub-PO, and the total is 100%.
12. TM=Face to face, PT=Structured assignments, BM=Independent study.