SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Introduction to Business and Management	5720102038		T=2	P=0	ECTS=3.18	1	July 17, 2024

AUTHORIZATION	SP Developer	Course Cluster Coordinator	Study Program Coordinator
	....	....	I Kadek Dwi Nuryana, S.T., M.Kom.

Learning model	Case Studies

Program Learning Outcomes (PLO)	**PLO study program that is charged to the course**	
	PLO-7	Contribute to improving the quality of life in society, nation, state, and progress of civilization based on Pancasila;
	PLO-16	Able to make appropriate decisions in the context of solving problems in their field of expertise, based on the results of information and data analysis;
	PLO-26	Have expertise in evaluating, identifying system developments and carrying out system maintenance;
	Program Objectives (PO)	
	PO - 1	Understand business and management processes in managing an organization so that you can provide solutions to problems that may arise in an organization
	PLO-PO Matrix	

P.O	PLO-7	PLO-16	PLO-26
PO-1			

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

P.O	Week															
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
PO-1																

Short Course Description	This course discusses and studies business processes in an organization and studies organizational dynamics in applying management principles in running an organization so that the organization can plan, design, implement and control in achieving organizational goals.

References	**Main :**
	1. Muniya Alteza, M.Si. 2011.Pengantar Bisnis: Teori Dan Aplikasi Di Indonesia. Yogyakarta: UNY. 2. Benson, Vladlena andDavis, Kate. 2012.Business InformationManagement. Denmark: bookboon.com. 3. Susan Quinn. 2014.ManagementBasics. Calgary: Bissett School of Business 4. Wibowo, Sampurno. 2009. Pengantar Manajeman Bisnis . Telkom Polytechnic
	Supporters:

Supporting lecturer	Aries Dwi Indriyanti, S.Kom., M.Kom. Ronggo Alit, M.M., M.T. Rahadian Bisma, S.Kom., M.Kom. Ghea Sekar Palupi, S.Kom., M.I.M.

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	Understand business processes and the business environment and a general overview of their relationship to Information Systems	Explain general understanding of business and management. Provide a brief description of the role of Information Systems in business processes.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
2	Developing business within a global framework and challenges and obstacles that can be solved through IT.	Understand the role of business in a global framework. Explains the concept and challenges in developing		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
3	Understand and know the form of business organization as well as concepts in terms of expansion.	Theoretical knowledge about forms of business organization. Explain the concept in the business expansion process.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 20			0%
4	Understand and know business management and organization	Explain management functions at each level. Designing an organizational structure according to needs and explanations.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
5	Understand and understand the selection and planning process in business.	Describes the characteristics of the planning process. Understand the concept of planning and its benefits in business.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 4 X 50			0%
6							0%
7	Recognize the process for evaluating and optimizing the planning process related to implementing business plans in an organization.	Explains the process of evaluating and optimizing business processes in general in an organization.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer 2 X 50			0%

No							
8	UTS			2 X 50			0%
9	Know the concepts in leading a business organization and the processes for directing an organization.	Describe the important role of leaders in an organization. Behavior and habits of good leaders in business activities		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
10	Explain the process of motivating employees in business organizations	Explain the concept of the importance of motivation in a business process.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
11	Explains measurably how to determine a product that can be sold by a company.	Sellable product concept. Product classification in general and specifically for marketing activities.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 4 X 50			0%
12							0%
13	Understand the promotional process in product marketing activities.	Describe the stages of promotion of a product. Explain promotional concepts and strategies according to the target market.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
14	Understand operational concepts in a company based on the type of company.	Ability to understand basic concepts in a company's operational activities.		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 2 X 50			0%
15	Able to recognize and use information technology tools in managing activities in a company.	Ability to understand organizational needs for information systems and technology devices		Approach: Scientific Method: Contextual Instruction Learning Strategy: Presentation, discussion and question and answer. 4 X 50			0%
16	UAS			1x1			0%

Evaluation Percentage Recap: Case Study

No	Evaluation	Percentage
		0%

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.