



Universitas Negeri Surabaya
Faculty of Social and Legal Sciences,
Bachelor of Laws Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Introduction to Economics and Business	7420102157	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	1	July 17, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
	Dita Perwitasari		Eny Sulistyowati, S.H.,M.H			Vita Mahardhika, S.H., M.H.	

Learning model	Case Studies
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Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																			
PLO-6	Able to formulate ideas logically, critically and argumentatively in the field of sports law and law in general, expressed both orally and in writing in accordance with academic ethics;																																																																			
Program Objectives (PO)																																																																				
PO - 1	Students are capable of business activities, business relationships with the economic system and various factors that influence the business world, information about company risks and management information systems that must be understood by everyone who wants to study business.																																																																			
PO - 2	Students are capable of business activities, business relationships with the economic system and various factors that influence the business world, information about company risks and management information systems that must be understood by everyone who wants to study business.																																																																			
PLO-PO Matrix																																																																				
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PO Matrix at the end of each learning stage (Sub-PO)																																																																				
	<table border="1" style="margin-left: auto; margin-right: auto;"> <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> </table>	P.O	Week																1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	PO-1																	PO-2																
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PO-1																																																																				
PO-2																																																																				

Short Course Description	Introduction to Economics and Business is a course that studies business activities, the relationship between business and the economic system and various factors that influence the business world, information about company risks and management information systems that must be understood by everyone who wants to study business.
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References	Main : 1. M. Manullang. 2013. Pengantar Bisnis. PT. Indeks, Jakarta. 2. Widjaja Tunggal Amin. 2000. Business an Introduction. PT. Gramedia Pustaka Utama. 3. Murti Sumarni. 1997. John Soeprihantono, Pengantar Bisnis (Dasa-dasar Ekonomi Perusahaan). Liberty, Yogyakarta. 4. K. Bertens.2009. Pengantar Etika Bisnis.Kanisius.Yogyakarta Supporters:
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Supporting lecturer	Eny Sulistyowati, S.H., M.H. Prof. Dr. Hj. Siti Nur Azizah, S.H., M.Hum. Mahendra Wardhana, S.H., M.Kn. Dita Perwitasari, S.H., M.Kn.
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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 the purpose of studying an introduction to economics and business and the minimum literature required.	Students are able to explain the introduction to economics and business and the minimum literature required.	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: introduction to economics and business, objectives of studying introduction to economics and business, explanation of literature Reader: M. Manullang. 2013. <i>Introduction to Business. PT. Index, Jakarta.</i>	3%
2	Understand the nature of business activities as well as economic and business structures	Students are able to explain the nature of business activities as well as economic and business structures	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: The role of business, the basic nature of a business, the need for activities, business activities, business organizations, the nature of business systems, business ethics. 2. Economic goals, main economic problems, economic structure, economic resources, business and economic relations Reader: Widjaja Tunggal Amin. 2000. <i>Business an Introduction. PT. Gramedia Pustaka Utama.</i>	3%
3	Understand the nature of business activities as well as economic and business structures	Students are able to explain the nature of business activities as well as economic and business structures	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities, Tests	Direct learning 2 X 50		Material: 1. The role of business, the basic nature of a business, the need for activities, business activities, business organizations, the nature of business systems, business ethics. 2. Economic goals, main economic problems, economic structure, economic resources, business and economic relations Reader: Widjaja Tunggal Amin. 2000. <i>Business an Introduction. PT. Gramedia Pustaka Utama.</i>	5%

4	Understand the business environment and forms of companies	Students are able to explain the business environment and forms of companies	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Elements of the business environment, physical environment, economic environment, government environment, legal environment and international environment. 2. Definition of company, company objectives, entrepreneurship, forms of company, overseas business entities. Reference: M. Manullang. 2013. <i>Introduction to Business. PT. Index, Jakarta.</i>	3%
5	Understand the business environment and forms of companies	Students are able to explain the business environment and forms of companies	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Elements of the business environment, physical environment, economic environment, government environment, legal environment and international environment. 2. Definition of company, company objectives, entrepreneurship, forms of company, overseas business entities. Reference: M. Manullang. 2013. <i>Introduction to Business. PT. Index, Jakarta.</i>	4%
6	Understand the location of the company and the company's relationship with the bank	Students are able to explain the location of the company and the company's relationship with the bank	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Types of company locations, qualitative and quantitative company locations, company branches and company locations. 2. The function and role of banks in Indonesia, the banking system in Indonesia, the role of banks in the business world, the relationship between banks and companies as their customers. Reader: Murti Sumarni. 1997. <i>John Soeprihantono, Introduction to Business (Basics of Company Economics). Liberty, Yogyakarta.</i>	3%

7	Understand the location of the company and the company's relationship with the bank	Students are able to explain the location of the company and the company's relationship with the bank	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Types of company locations, qualitative and quantitative company locations, company branches and company locations. 2. The function and role of banks in Indonesia, the banking system in Indonesia, the role of banks in the business world, the relationship between banks and companies as their customers. Reader: Murti Sumarni. 1997. <i>John Soeprihantono, Introduction to Business (Basics of Company Economics).</i> Liberty, Yogyakarta.	3%
8	Sub Summative Exam	Students are able to work on USS	Criteria: Good answerMedium answerBad answer Form of Assessment : Test	Open book 2 X 50		Material: 1. Types of company locations, qualitative and quantitative company locations, company branches and company locations. 2. The function and role of banks in Indonesia, the banking system in Indonesia, the role of banks in the business world, the relationship between banks and companies as their customers. Reader: Murti Sumarni. 1997. <i>John Soeprihantono, Introduction to Business (Basics of Company Economics).</i> Liberty, Yogyakarta. <hr/> Material: USS Reader: M. Manullang. 2013. <i>Introduction to Business. PT. Index, Jakarta.</i>	20%

9	Understand the combination of company and management	Students are able to explain the combination of company and management	Criteria: Good answerMedium answerBad answer Form of Assessment : Participatory Activities	Direct learning Lectures, discussions and questions and answers 2 X 50	Material: 1. Reasons for combinations, company columns and company segments, nature of company combinations. 2. Definition of management 3. Management functions, management pyramid. 4. Universal management functions, manager skills, management theories. Reader: Murti Sumarni. 1997. John Soeprihantono, Introduction to Business (Basics of Company Economics). Liberty, Yogyakarta.	3%
10	Understand the combination of company and management	Students are able to explain the combination of company and management	Criteria: Good answerMedium answerBad answer Form of Assessment : Participatory Activities	Direct learning Lectures, discussions and questions and answers 2 X 50	Material: 1. Reasons for combinations, company columns and company segments, nature of company combinations. 2. Definition of management 3. Management functions, management pyramid. 4. Universal management functions, manager skills, management theories. Reader: Murti Sumarni. 1997. John Soeprihantono, Introduction to Business (Basics of Company Economics). Liberty, Yogyakarta.	5%
11	Understand company organization and production functions.	Students are able to explain company organization and production functions.	Criteria: GoodMedium Bad Form of Assessment : Participatory Activities	Direct learning 2 X 50	Material: 1. Understand the organizational process, formal and informal organizations, forms of company organizational structure, departmentation. 2. Nature and production process, production system, product planning, production planning and control. Reader: Widjaja Tunggal Amin. 2000. Business an Introduction. PT. Gramedia Pustaka Utama.	5%

12	Understand company organization and production functions.	Students are able to explain company organization and production functions.	Criteria: GoodMedium Bad Form of Assessment : Participatory Activities, Tests	Direct learning 2 X 50		Material: 1. Understand the organizational process, formal and informal organizations, forms of company organizational structure, departmentation. 2. Nature and production process, production system, product planning, production planning and control. Reader: <i>Widjaja Tunggal Amin. 2000. Business an Introduction. PT. Gramedia Pustaka Utama.</i>	10%
13	Understand marketing functions and financial functions	Students are able to explain the marketing function and financial function	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Definition of marketing, consumers, marketing environment, marketing mix. 2. The role and objectives of the financial function, sources of company funds, financial principles, funding requirements for current assets. Reference: <i>M. Manullang. 2013. Introduction to Business. PT. Index, Jakarta.</i>	3%
14	Understand marketing functions and financial functions	Students are able to explain the marketing function and financial function	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Definition of marketing, consumers, marketing environment, marketing mix. 2. The role and objectives of the financial function, sources of company funds, financial principles, need for funds for current assets Reader: <i>M. Manullang. 2013. Introduction to Business. PT. Index, Jakarta.</i>	5%
15	Understand the function of human resources and company risks	Students are able to explain the function of human resources and company risks	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: 1. Attention to HR, scope of material regarding HR, procurement, development and utilization of HR. 2. Types of company risks, ways to handle risks, causes of risks, insurance. Reference: <i>M. Manullang. 2013. Introduction to Business. PT. Index, Jakarta.</i>	5%

16	Understand the function of human resources and company risks	Students are able to explain the function of human resources and company risks	Criteria: GoodMediocreBad Form of Assessment : Participatory Activities, Tests	Direct learning 2 X 50		Material: 1. Attention to HR, scope of material regarding HR, procurement, development and utilization of HR. 2. Types of company risks, ways to handle risks, causes of risks, insurance. Bibliography: K. Bertens.2009. <i>Introduction to Business Ethics</i> . Kanisius. Yogyakarta Material: USS Reader: M. Manullang. 2013. <i>Introduction to Business</i> . PT. Index, Jakarta.	20%
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Evaluation Percentage Recap: Case Study

No	Evaluation	Percentage
1.	Participatory Activities	62.5%
2.	Test	37.5%
		100%

Notes

- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- Forms of assessment:** test and non-test.
- 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.
- 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.
- Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
- 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%.
- TM=Face to face, PT=Structured assignments, BM=Independent study.