



Universitas Negeri Surabaya
Faculty of Economics and Business
Bachelor of Management Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Entrepreneurship	6120102172		T=2	P=0	ECTS=3.18	3	July 17, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
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Learning model Project Based Learning

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

PLO-14 (PLO 1) Graduates are able to master management theory as a whole

Program Objectives (PO)

PO - 1 Students are able to clearly interpret the basic theory of entrepreneurship.

PO - 2 C6. Students are able to make a business plan correctly C6. Students are able to make appropriate business plans

PO - 3 P3. Students are able to practice business activities based on the business plan that has been created. P3. Students are able to practice business activities based on their business plan.

PO - 4 A5. Students are able to show the character of faith, intelligence, independence, honesty, caring and resilience in entrepreneurship learning activities. A5. Students are able to show religious, smart, independent, honest, caring, and resilient character in entrepreneurship learning activities.

PLO-PO Matrix

	P.O	PLO-14
	PO-1	
	PO-2	
	PO-3	
	PO-4	

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																
	PO-2																
	PO-3																
	PO-4																

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 reflections. This course covers the discussion of the concept of entrepreneurship to develop an entrepreneurial spirit, ie the ability to motivate themselves to be able to capture business opportunities, create services, production, marketing, partnerships, and management, and be able to improve problem-solving skills in business. Lectures are carried out with a system of discussion, project assignments, and reflection.

References **Main :**

1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan.UNIPRESS. Surabaya
2. TimKewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya
3. RobertT Kiyosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.
4. Hendro.M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga
5. LeonardusSaiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat.
6. Osterwalder,Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.ElexMedia Komputindo, Jakarta.
7. PedomanPKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti:Jakarta

Supporters:

	<ol style="list-style-type: none"> 1. Kistyanto Anang, Hartono Ulil , Fathoni Fandi , Isbanah Yuyun, Paramita RA Sista . (2022), Mewujudkan UMKM Mandiri Melalui Integrated Online Marketing di Desa Punggul Sidoarjo. <i>Journal of Social Responsibility Projects by Higher Education Forum</i>. 3(2). 155-161 2. Ulil Hartono, Anang Kistyanto, Fandi Fatoni, Yuyun Isbanah, Ika Diyah Candra Arifah. (2021). Peningkatan Pangsa Pasar Umkm Batik Melalui Optimalisasi Pemasaran Digital Berbasis Web. <i>Jurnal Abdi Insani</i>. 9(2). 381-389 						
Supporting lecturer	Prof. Dr. Sri Setyo Iriani, S.E., M.Si. Dra. Hj. Anik Lestari Andjarwati, M.M. Dr. Yessy Artanti, S.E., M.Si. Nindria Untarini, S.E., M.Si. Tias Andarini Indarwati, S.E., M.M. Monika Tiarawati, S.E., M.M. Riska Dhenabayu, S.Kom., M.M. Hujjatullah Fazlurrahman, S.E., MBA. Trias Madanika Kusumaningrum, S.E., S.Pd., M.M. Fandi Fatoni, S.Pd., M.SM.						
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	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2.Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	Form of Assessment : Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		Material: Basics of Entrepreneurship Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i> <hr/> Material: Basics of Entrepreneurship Library: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four.</i>	4%
2	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 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. 	Form of Assessment : Project Results Assessment / Product Assessment	2 X 50		Material: entrepreneurial motivation Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i>	3%
3	Describe business opportunities and business ideas	<ol style="list-style-type: none"> 1.Explain business opportunities and ideas 2.Developing business ideas 3.Find 4.Analyze 5.Decide 	Form of Assessment : Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		Material: business ideas Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i> <hr/> Material: business ideas Reference: <i>2016 PKM Guidelines. Directorate general of Learning and Student Affairs. Ministry of Research, Technology and Higher Education: Jakarta</i>	3%

4	Understand business ethics	<ol style="list-style-type: none"> 1. Distinguish between ethical business and unethical business 2. Explain the rights and obligations of entrepreneurs 3. Explain the various types of business permits 	Form of Assessment : Project Results Assessment / Product Assessment	Discussion and question and answer 1 X 1		Material: entrepreneurial ethics Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i> <hr/> Material: business ethics Reference: <i>Hendro.MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i>	4%
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 	Criteria: holistic rubric Form of Assessment : Project Results Assessment / Product Assessment	Discussion and questions and answers 2 X 50			4%
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 	Form of Assessment : Project Results Assessment / Product Assessment	Discussion and questions and answers 2 X 50			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 	Form of Assessment : Project Results Assessment / Product Assessment	Hands-on learning and 2 X 50 assignments			5%
8	MIDDLE SEMESTER EXAMINATION (UTS)		Form of Assessment : Test	2 X 50			20%
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 	Form of Assessment : Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50			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 		Cooperative learning Problem based learning 2 X 50			0%
11	Planning finances in a business	<ol style="list-style-type: none"> 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) 	Form of Assessment : Project Results Assessment / Product Assessment	Hands-on learning and 2 X 50 assignments			2%

12	Drawing up a business plan	Drawing up a business plan	Criteria: holistic rubric Form of Assessment : Project Results Assessment / Product Assessment	Direct learning 2 X 50			5%
13	Business plan presentation	Business plan presentation	Criteria: holistic rubric Form of Assessment : Project Results Assessment / Product Assessment	Discussion 2 X 50			5%
14	Business plan presentation	Business plan presentation	Criteria: holistic rubric Form of Assessment : Project Results Assessment / Product Assessment	Discussion 2 X 50			5%
15	Business plan presentation	Business plan presentation	Criteria: holistic rubric	Discussion 2 X 50			5%
16	FINAL SEMESTER EXAMINATION (UAS)		Form of Assessment : Test	2 X 50			30%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Project Results Assessment / Product Assessment	50%
2.	Test	50%
		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.