



**Universitas Negeri Surabaya**  
**Faculty of Mathematics and Natural Sciences**  
**Bachelor of Mathematics Education Study Program**

Document Code

**SEMESTER LEARNING PLAN**

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date
Entrepreneurship	8420202004		T=2 P=0 ECTS=3.18	6	July 17, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator		Study Program Coordinator
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Learning model	Project Based Learning
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Program Learning Outcomes (PLO)	<b>PLO study program that is charged to the course</b>																	
	PLO-5	Demonstrate a scientific, critical and innovative attitude in teaching and learning mathematics and professional tasks																
	PLO-7	Apply basic mathematical principles to solve simple mathematical problems																
	PLO-11	Work effectively as individuals and groups, have an entrepreneurial spirit and care about the environment																
	<b>Program Objectives (PO)</b>																	
	PO - 1	Understand the concept of entrepreneurship in solving simple related problems																
	PO - 2	As a group, prepare an innovative business plan/idea based on techno-ecopreneurship and pay attention to the factors that support the realization of the business idea																
	PO - 3	Develop entrepreneurial characteristics and skills in carrying out the business plans/ideas that have been prepared																
	PO - 4	Prepare business plans and reports that have been implemented according to the format and present them																
	<b>PLO-PO Matrix</b>																	
	P.O	PLO-5	PLO-7	PLO-11														
	PO-1																	
	PO-2																	
	PO-3																	
	PO-4																	
<b>PO Matrix at the end of each learning stage (Sub-PO)</b>																		
	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	Examining the concept of entrepreneurship in developing an entrepreneurial spirit, applying the concept of entrepreneurship, planning business activities through identifying business opportunities and production, marketing, determining partnerships, and making business financial management simple through a task-based and practical learning process.
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References	<p><b>Main :</b></p> <ol style="list-style-type: none"> <li>1. Canfield J., Hansen M.V., &amp; Hewitt, 2004. Kekuatan Fokus. Batam Karisma Press</li> <li>2. Kasali R., 2017. Distrupcion. Jakarta: PT Gramedia Pustaka Utama.</li> <li>3. Kiyosaki, R. T. &amp; Sharon, L. L. 2004. Second Change. Jakarta: PT Gramedia Pustaka Utama.</li> <li>4. Kiyosaki, R. T. &amp; Sharon, L. L. 2004. Business School For People Who Like Helping People. Jakarta: PT Gramedia Pustaka Utama.</li> <li>5. Kiyosaki, R. T. &amp; Sharon, L. L. 2004. Rich Dad Poor Dad. Jakarta: PT Gramedia Pustaka Utama.</li> <li>6. Peale N.V. 2016. You Can, if You Think You Can. Surabaya: PT Menuju Insan Cemerlang.</li> <li>7. Merdith, G. G., et. al. 2000. Kewirausahaan, Teori dan Praktik. Jakarta: Pustaka Binaman Pressindo.</li> <li>8. Suparyanto, R. W. (2016). Kewirausahaan Konsep dan Realita Pada Usaha Kecil. Bandung : Penerbit Alfabeta</li> <li>9. Buchari Alma. (2006). Kewirausahaan. Edisi kesepuluh. Bandung: Alfabeta</li> </ol> <p><b>Supporters:</b></p>
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1. Subagyo, A, dan Elan Nurhadi P. (2017). Prinsip-Prinsip Keuangan Wirausaha. Jakarta : Mitra Wacana Media

**Supporting lecturer**  
 Dr. Janet Trineke Manoy, M.Pd.  
 Dwi Nur Yuniarti, S.Si., M.Sc.  
 Nurus Saadah, S.Pd., M.Pd.  
 Dr. Yurizka Melia Sari, M.Pd.  
 Yulia Izza El Milla, 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	1.Understanding entrepreneurial motivation 2.Understand the basic concepts of entrepreneurship and the benefits of entrepreneurship 3.Understand the entrepreneurial process 4.Understand the characteristics that entrepreneurs must have	1.Explain entrepreneurial motivation 2.Explain the basic concepts of entrepreneurship and the benefits of entrepreneurship 3.Explain the entrepreneurial process 4.Explain the characteristics that entrepreneurs must have 5.Provide examples of successful business figures and analyze their success	<b>Criteria:</b> Able to explain the concept of entrepreneurship according to the material provided  <b>Form of Assessment :</b> Participatory Activities	Lecture method, discussion, question and answer 2 x 50 minutes		<b>Material:</b> Characteristics of entrepreneurs <b>Reference:</b> <i>Suparyanto, R, W. (2016). Entrepreneurship Concepts and Realities in Small Businesses. Bandung: Alfabeta Publisher</i>	3%
2	1.Understand the stages of doing entrepreneurship 2.Understand the challenges and opportunities in entrepreneurship 3.Understand strategies and opportunities in opening a business 4.Understand the strategy for choosing the type of business	1.Explain the stages of doing entrepreneurship 2.Explain the challenges and opportunities in entrepreneurship 3.Explain strategies and opportunities in opening a business 4.Provide examples of business opportunities that can be opened based on the phenomena that occur 5.Explain the strategy for choosing the type of business	<b>Criteria:</b> Able to explain the steps in starting a business that will be carried out according to the material provided  <b>Form of Assessment :</b> Participatory Activities	Lecture method, discussion, question and answer 2 x 50 minutes		<b>Material:</b> Stages of entrepreneurship <b>Reference:</b> <i>Buchari Alma. (2006). Entrepreneurship. Tenth edition. Bandung: Alfabeta</i>	3%

3	<ol style="list-style-type: none"> <li>1. Understand the meaning of production</li> <li>2. Understand the factors of production</li> <li>3. Understand the stages of production</li> <li>4. Understand the production cycle</li> <li>5. Understand production results</li> <li>6. Understand marketing concepts and strategies (marketing mix)</li> </ol>	<ol style="list-style-type: none"> <li>1. Explain the meaning of production</li> <li>2. Explain the factors of production</li> <li>3. Explain the stages of production</li> <li>4. Explain the production cycle</li> <li>5. Explain production results</li> <li>6. Explain marketing concepts and strategies (marketing mix)</li> <li>7. Explain the importance of personal branding and value and provides examples</li> <li>8. Provide examples of modern marketing strategies using social media and e-commerce</li> <li>9. Explain the concept of covert selling and give examples of the use of covert selling in marketing products/services</li> </ol>	<p><b>Criteria:</b> Able to explain the production steps and marketing strategies that will be chosen in carrying out the business plan according to the material provided</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	Lecture method, discussion, question and answer 2 x 50 minutes	<p><b>Material:</b> Production and marketing</p> <p><b>References:</b> <i>Merdith, GG, et. al. 2000. Entrepreneurship, Theory and Practice. Jakarta: Pustaka Binaman Pressindo.</i></p>	3%
4	<ol style="list-style-type: none"> <li>1. Understand the meaning and objectives of business partnerships</li> <li>2. Understand the areas being partnered</li> <li>3. Understand partnership patterns</li> <li>4. Understand the implementation of partnerships</li> <li>5. Understand the factors that influence partnerships</li> <li>6. Understand the importance of managing business finances</li> <li>7. Understand examples of business financial management</li> </ol>	<ol style="list-style-type: none"> <li>1. Explain: a. Definition of business partnership b. Fields of partnership c. Partnership pattern d. Implementation of partnerships e.</li> <li>2. Explain the meaning and objectives of business partnerships</li> <li>3. Explain the areas of partnership</li> <li>4. Explain and give examples of partnership patterns</li> <li>5. Explain the implementation of the partnership</li> <li>6. Explain the factors that influence partnerships</li> <li>7. Explain the importance of managing business finances</li> <li>8. Provides examples of modern business financial management</li> </ol>	<p><b>Criteria:</b> Able to explain the desired partnership and business financial management in the business plan according to the material provided</p> <p><b>Form of Assessment :</b> Participatory Activities</p>	Lecture method, discussion, question and answer 2 x 50 minutes	<p><b>Material:</b> Partnerships and business financial management</p> <p><b>References:</b> <i>Subagyo, A, and Elan Nurhadi P. (2017). Principles of Entrepreneurial Finance. Jakarta: Mitra Discourse Media</i></p>	3%

5	Understand business ethics and business life skills, namely selling techniques, customer service, excellent service, communication and negotiation techniques	1.Explain business ethics and examples 2.Explain business life skills, namely selling techniques, customer service, excellent service, communication and negotiation techniques	<b>Criteria:</b> Able to explain business ethics and business life skills in a business plan according to the material provided  <b>Form of Assessment</b> : Participatory Activities	Lecture method, discussion, question and answer 2 x 50 minutes		<b>Material:</b> Business ethics and business life skills <b>Reference:</b> <i>Suparyanto, R, W. (2016). Entrepreneurship Concepts and Realities in Small Businesses. Bandung: Alfabeta Publisher</i>	3%
6	Understand business feasibility analysis	1.Explain the feasibility of the business 2.Explains examples of business feasibility calculations (BEP)	<b>Criteria:</b> Able to explain business feasibility and calculations in a business plan according to the material provided	Lecture method, discussion, question and answer 2 x 50 minutes		<b>Material:</b> Business feasibility analysis <b>References:</b> <i>Merdith, GG, et. al. 2000. Entrepreneurship, Theory and Practice. Jakarta: Pustaka Binaman Pressindo.</i>	3%
7	1.Create innovative business ideas/plans based on technopreneurship 2.Prepare proposals for implementing innovative ideas/business plans based on technopreneurship according to the applicable format	Explain the business plan that has been created	<b>Form of Assessment</b> : Participatory Activities	Lecture method, discussion, question and answer 2 x 50 minutes		<b>Material:</b> Business planning <b>Reference:</b> <i>Merdith, GG, et. al. 2000. Entrepreneurship, Theory and Practice. Jakarta: Pustaka Binaman Pressindo.</i>	7%
8			<b>Form of Assessment</b> : Test	Written Test (Mid-Semester Exam) 2 x 50 minutes			20%
9	Present the idea/business plan created	Explain the idea/business plan created	<b>Form of Assessment</b> : Participatory Activities	Discussion, question and answer 2 x 50 minutes			5%
10	Present the idea/business plan created	Explain the progress and obstacles faced in running the business according to plan	<b>Criteria:</b> Able to explain progress and obstacles faced in running the business according to plan  <b>Form of Assessment</b> : Participatory Activities	Discussion, questions and answers 10 x 50 minutes			3%
11	Present the idea/business plan created	Explain the progress and obstacles faced in running the business according to plan	<b>Criteria:</b> Able to explain progress and obstacles faced in running the business according to plan  <b>Form of Assessment</b> : Participatory Activities	Discussion, questions and answers 10 x 50 minutes			3%
12	Present the idea/business plan created	Explain the progress and obstacles faced in running the business according to plan	<b>Criteria:</b> Able to explain progress and obstacles faced in running the business according to plan  <b>Form of Assessment</b> : Participatory Activities	Discussion, questions and answers 10 x 50 minutes			3%
13	Present the idea/business plan created	Explain the progress and obstacles faced in running the business according to plan	<b>Criteria:</b> Able to explain progress and obstacles faced in running the business according to plan  <b>Form of Assessment</b> : Participatory Activities	Discussion, questions and answers 10 x 50 minutes			3%

14	Present the idea/business plan created	Explain the progress and obstacles faced in running the business according to plan	<b>Criteria:</b> Able to explain progress and obstacles faced in running the business according to plan  <b>Form of Assessment :</b> Participatory Activities	Discussion, questions and answers 10 x 50 minutes			3%
15	Create business reports and analysis	1.Explain the results of the business carried out 2.Explain the results of the analysis of the business carried out	<b>Criteria:</b> 1.Able to explain the results of the business carried out 2.Able to explain the results of analysis of the business being carried out  <b>Form of Assessment :</b> Participatory Activities	Discussion, question and answer 2 x 50 minutes			5%
16			<b>Form of Assessment :</b> Portfolio Assessment	Project-based assignments (Final Entrepreneurial Activity Report) 2 x 50 minutes			30%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	47%
2.	Portfolio Assessment	30%
3.	Test	20%
		97%

#### 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.