



**Universitas Negeri Surabaya**  
**Faculty of Social and Legal Sciences,**  
**Bachelor of Public Administration Study Program**

Document  
Code

**SEMESTER LEARNING PLAN**

<b>Courses</b>	<b>CODE</b>	<b>Course Family</b>	<b>Credit Weight</b>			<b>SEMESTER</b>	<b>Compilation Date</b>																																																																																			
Entrepreneurship	6320102614	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	3	July 24, 2023																																																																																			
<b>AUTHORIZATION</b>		<b>SP Developer</b>	<b>Course Cluster Coordinator</b>			<b>Study Program Coordinator</b>																																																																																				
		Deby Febriyan Eprilianto, S.Sos., MPA.	Dr. Tjitjik Rahaju, S.Sos., M.Si.			Eva Hany Fanida, S.AP., M.AP.																																																																																				
<b>Learning model</b>	Project Based Learning																																																																																									
<b>Program Learning Outcomes (PLO)</b>	<b>PLO study program that is charged to the course</b>																																																																																									
	<b>PLO-9</b>	Master the theoretical concepts of public sector management to realize the values of good governance.																																																																																								
	<b>PLO-14</b>	Able to make decisions in solving problems based on the results of information and data analysis.																																																																																								
	<b>Program Objectives (PO)</b>																																																																																									
	<b>PO - 1</b>	Mastering theoretical concepts in the field of entrepreneurship in an effort to develop an entrepreneurial spirit in depth and formulate them in procedural problem solving.																																																																																								
	<b>PO - 2</b>	Able to carry out work that is his responsibility as team work leader at middle manager level																																																																																								
	<b>PO - 3</b>	Able to adapt to the work environment and can collaborate in team work																																																																																								
	<b>PLO-PO Matrix</b>																																																																																									
		<table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td style="width: 25%;">P.O</td> <td style="width: 25%;">PLO-9</td> <td style="width: 25%;">PLO-14</td> <td colspan="3"></td> </tr> <tr> <td>PO-1</td> <td></td> <td></td> <td colspan="3"></td> </tr> <tr> <td>PO-2</td> <td></td> <td></td> <td colspan="3"></td> </tr> <tr> <td>PO-3</td> <td></td> <td></td> <td colspan="3"></td> </tr> </table>						P.O	PLO-9	PLO-14				PO-1						PO-2						PO-3																																																																
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<b>PO Matrix at the end of each learning stage (Sub-PO)</b>																																																																																										
	<table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td rowspan="2" style="width: 10%;">P.O</td> <td colspan="16">Week</td> </tr> <tr> <td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td> </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> </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																
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<b>Short Course Description</b>	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 sense 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.																																																																																									
<b>References</b>	<b>Main :</b>																																																																																									
	<ol style="list-style-type: none"> <li>1. Stephen R Covey, 1997. The 7 Habits of Highly Effective People (edisi bahasa Indonesia) Jakarta: Bina Rupa Aksara</li> <li>2. Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad . Jakarta: PT SUN.</li> <li>3. Hendro. M.M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga</li> <li>4. Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia.</li> <li>5. Leonardus Saiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat</li> <li>6. Osterwalder, Alexander dan Yves Pigneur., 2014. Business Model Generation, PT.Elex Media Komputindo, Jakarta.</li> </ol>																																																																																									
	<b>Supporters:</b>																																																																																									
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Supporting lecturer		Melda Fadiyah Hidayat, M.P.A. Ahmad Nizar Hilmi, S.AP., MPA. M. Noer Falaq Al Amin, SIP., M.KP.					
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	Able to motivate yourself to make your dreams come true	Able to create a dream for himself Able to determine how to achieve that dream Combine dreams with the reality of society's needs Formulate what you want in your career for yourself.	<b>Criteria:</b> Non-testing  <b>Form of Assessment :</b> Participatory Activities	Direct learning and sharing 2 X 50		<b>Material:</b> Motivation for entrepreneurship <b>Reader:</b> <i>Stephen R Covey, 1997. The 7 Habits of Highly Effective People (Indonesian edition) Jakarta: Bina Rupa Literacy</i>	5%
2	Describe the meaning of entrepreneurship and the process of doing business.	Explain the meaning of the concept of entrepreneurship. Explain the process of starting a business. Explain the stages of starting a business	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Participatory Activities	Direct learning and sharing 2 X 50		<b>Material:</b> Entrepreneurial process <b>Reader:</b> <i>Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i>	5%
3	Describe and explain strategies for creating and capturing business opportunities	1.1. Explain the challenges of entrepreneurship 2.2. Understand entrepreneurial opportunities 3.3. Assess opportunities to open a new business 4.4. Explain competitive advantages in entrepreneurship 5.5. Understand strategies for capturing business opportunities	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		<b>Material:</b> Strategy for creating opportunities <b>Reader:</b> <i>Hendro. MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i>	5%
4	Explain the concept and production process in a business	1.1. Understand the factors of production 2.2. Explain the conception of a production function 3.3. Explain the types of production functions 4.4. Understand the production stages 5.5. Explain the production cycle 6.6. Explain the production results	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Direct learning and sharing 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%
5	Explain marketing strategies in running a business	1.1. Understand the concept of marketing strategy 2.2. Explain Segmenting Targeting Positioning (STP) and Marketing Mix	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Assessment of Project Results / Product Assessment, Practices / Performance	Hands-on learning and 2 X 50 assignments		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%

6	Explain the licensing of a business	1.1. Explain the types of business entities 2.2. Explain the types of business permits	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	Hands-on learning and 2 X 50 assignments		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%
7	Prepare business proposals	Business planning Financial planning Marketing planning	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Assessment of Project Results / Product Assessment, Practices / Performance	discussion and practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%
8	Midterm exam	Able to answer UTS questions	<b>Criteria:</b> Weight of questions 1 to 5 = 100  <b>Form of Assessment :</b> Test	2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>  <b>Material:</b> Basics of Entrepreneurship <b>Reader:</b> <i>Hendro. MM 2011. Basics of Entrepreneurship. Jakarta: Erlangga</i>	15%
9	Prepare business proposals	business planning, financial planning, marketing planning	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	discussion and practice 2 X 50		<b>Material:</b> Marketing Planning <b>Reference:</b> <i>Leonardus Saiman. 2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four</i>  <b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%
10	Prepare business proposals	business planning, financial planning, marketing planning	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	discussion and practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%
11	have business skills	business management practices financial management practices marketing management practices	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> <i>Alexander Osterwalder. 2012. Business Model Generation. Jakarta: Kompas Gramedia</i>	5%

12	have business skills	business management practices financial management practices marketing management practices	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> Alexander Osterwalder. 2012. <i>Business Model Generation</i> . Jakarta: Kompas Gramedia	5%
13	have business skills	business management practices financial management practices marketing management practices	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> Alexander Osterwalder. 2012. <i>Business Model Generation</i> . Jakarta: Kompas Gramedia	5%
14	have business skills	business management practices financial management practices marketing management practices	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> Alexander Osterwalder. 2012. <i>Business Model Generation</i> . Jakarta: Kompas Gramedia	5%
15	have business skills	business management practices financial management practices marketing management practices	<b>Criteria:</b> Holistic Rubric Form: Non-Test  <b>Form of Assessment :</b> Project Results Assessment / Product Assessment	practice 2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> Alexander Osterwalder. 2012. <i>Business Model Generation</i> . Jakarta: Kompas Gramedia	5%
16	Final Semester Exam	Able to answer UAS questions	<b>Criteria:</b> test  <b>Form of Assessment :</b> Test	2 X 50		<b>Material:</b> Business Model Canvas <b>Reader:</b> Alexander Osterwalder. 2012. <i>Business Model Generation</i> . Jakarta: Kompas Gramedia  <b>Material:</b> Entrepreneurship <b>Reader:</b> Leonardus Saiman. 2009. <i>Entrepreneurship, Theory, Practice and Cases</i> . Salemba Four  <b>Material:</b> Basics of Entrepreneurship <b>Reader:</b> Hendro. MM 2011. <i>Basics of Entrepreneurship</i> . Jakarta: Erlangga	15%

#### Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	10%
2.	Project Results Assessment / Product Assessment	55%
3.	Practice / Performance	5%
4.	Test	30%
		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** abilities in the process and student learning outcomes are specific and measurable statements that identify the abilities 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.