



Universitas Negeri Surabaya
Faculty of Education,
Bachelor of Primary School Teacher Education Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Entrepreneurship	8620602181	Compulsory Study Program Subjects	T=2	P=0	ECTS=3.18	4	January 22, 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 that is charged to the course**

PLO-6	Able to develop, maintain a network and establish effective communication with the academic community to support lifelong learning.
PLO-10	Demonstrate pedagogical knowledge and skills related to designing, implementing, evaluating learning in elementary schools by utilizing ICT, local wisdom and research results.

Program Objectives (PO)

PO - 1	Students are able to logically and critically analyze attitudes, knowledge and leadership skills, problem solving, business fields and business opportunities.
PO - 2	Students are able to evaluate and create social innovation, diffusion of innovation, publication, globalization, and financial management.
PO - 3	Students are able to prepare entrepreneurial project proposals according to their chosen field of business interest.

PLO-PO Matrix

		P.O	PLO-6	PLO-10
	PO-1			
	PO-2			
	PO-3			

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																	

Short Course Description Entrepreneurship is a course that provides theoretical and practical understanding of entrepreneurship, business opportunities, techniques for setting up a business, marketing strategies, business analysis, entrepreneurial ethics, financial reports, internships and entrepreneurial practice. This course is designed with a student centered learning nuance and is based on student activities in the field to practice entrepreneurship directly according to their talents, interests and motivation. The final product of this course is a report on business practices and fostering a spirit of entrepreneurship in everyday life in a sustainable manner.

References **Main :**

1. Endah, Alberthiene. 2018. Ciputra The Entrepreneur: The Passion of My Life. Jakarta: PT Gramedia Pustaka Utama
2. Kabir, Mitt Nowshade. 2019. Knowledge-Based Social Entrepreneurship: Understanding Knowledge Economy, Innovation, and the Future of Social Entrepreneurship. North York: Palgrave.
3. Koven, Steven G. 2021. Entrepreneurship and economic development : the people and their environment. London: The Rowman & Littlefield Publishing Group, Inc.
4. OECD (2021), OECD SME and Entrepreneurship Outlook 2021, OECD Publishing, Paris, <https://doi.org/10.1787/97a5bbfe-en>.
5. Peris-Ortiz, Marta.Gomez, Jaime Alonso. Velez-Tores, Fransisco. Rueda-Armengot, Carlos.2016. Education Tools for Entrepreneurship Creating an Action-Learning Environment through Educational Learning Tools. Charm: Springer International Publishing Switzerland
6. Portales, Luis.2019. Social Innovation and Social Entrepreneurship: Fundamentals, Concepts, and Tools. Macmillan: Palgrave.
7. Ratten, Vanessa (ed). 2022. Studies on Entrepreneurship, Structural Change and Industrial Dynamics. Singapore: Springer Nature Singapore Pte. Ltd.
8. Samier, Henri. 2018. Intuition, Creativity, Innovation. London: ISTE Ltd.
9. Subagyo, Ahmad. Widayat, Eko Wahyu. Syahrudin. 2018. Kewirausahaan: untuk bisnis start-up.Jakarta: Penerbit Mitra Wacana Media.
10. Sujarweni, V. Wiratna. 2018. Manajemen Keuangan. Yogyakarta: Pustaka Baru Press
11. Wu, Sehwa. Yun-lin, Carol Yeh. 2019. Innovation and Entrepreneurship in an Educational Ecosystem: Cases from Taiwan. Singapore: Springer Nature Singapore Pte Ltd.

		Supporters:					
		1. Artikel-Artikel Kewirausahaan pada jurnal dan Web					
Supporting lecturer		Dra. Mulyani, M.Pd. Ulhaq Zuhdi, S.Pd., M.Pd. Farida Istianah, S.Pd., M.Pd. M. Bambang Edi Siswanto, M.Pd. Delia Indrawati, S.Pd., M.Pd. Ricky Setiawan, S.Pd.SD., M.Ed. Ali Fakhruddin, M.Pd. Maryam Isnaini Damayanti, 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	Students are able to master general entrepreneurship and educational concepts	1.Able to explain the meaning of entrepreneurship. 2.Understand the characteristics of an entrepreneur. 3.Able to describe the importance of entrepreneurship in everyday life 4.Concluding education/school entrepreneurship	Criteria: 1.Maximum attendance score 60 2.Maximum participation score 40 Form of Assessment : Participatory Activities	Giving assignments Questions and answers Discussion 2 X 50		Material: Concept of Entrepreneurship Literature: <i>Endah, Alberthiene. 2018. Ciputra The Entrepreneur: The Passion of My Life. Jakarta: PT Gramedia Pustaka Utama</i>	0%
2	1.Students are able to describe the characteristics of successful entrepreneurs and start-ups 2.Students are able to develop an entrepreneurial spirit	1.Have an interest in the desire and ability to become an entrepreneur 2.Realizing the potential that exists within oneself and the ability to develop it. 3.Have the awareness to change the culture of looking for work into a culture of creating jobs. 4.Discovering each individual's entrepreneurial identity	Criteria: 1.Maximum attendance score 60 2.Maximum participation score 40 Form of Assessment : Participatory Activities, Portfolio Assessment	Giving assignments regarding 2 X 50 Discussion		Material: Developing an entrepreneurial spirit/growing interest Reader: <i>Subagyo, Ahmad. Widayat, Eko Wahyu. Syahrudin. 2018. Entrepreneurship: for start-up businesses. Jakarta: Mitra Wacana Media Publisher.</i>	1%

3	<p>1.Students are able to analyze business opportunities (business discovery) based on social change.</p> <p>2.Students are able to master the procedures for starting a business</p> <p>3.Students are able to realize the demands for changing attitudes of thinking with lateral thinking strategies</p>	<p>1.Understand the techniques for setting up a business</p> <p>2.Have a way to read business opportunities</p> <p>3.Running business professionally</p>	<p>Criteria:</p> <p>1.Maximum attendance score 60</p> <p>2.Maximum participation score 40</p>	<p>Giving 2 X 50 Discussion assignments</p>		<p>Material: Analyzing business opportunities References: Samier, Henri. 2018. <i>Intuition, Creativity, Innovation.</i> London: ISTE Ltd.</p>	1%
4	<p>1.Students are able to study the relationship between innovation and creativity in entrepreneurship</p> <p>2.Students are able to design and manage budding entrepreneurship</p> <p>3.Students are able to have an open and intuitive mind towards creative-innovative opportunities</p>	<p>1.Describe the types of business</p> <p>2.Describe the steps in setting up a business</p> <p>3.Motivated to set up a business, especially small and medium businesses</p>	<p>Criteria:</p> <p>1.Maximum attendance score 60</p> <p>2.Maximum participation score 40</p> <p>Form of Assessment : Participatory Activities</p>	<p>Giving 2 X 50 Discussion assignments</p>		<p>Material: Innovation and Entrepreneurial Creativity References: Samier, Henri. 2018. <i>Intuition, Creativity, Innovation.</i> London: ISTE Ltd.</p>	1%
5	<p>1.Students are able to have an understanding of small and medium entrepreneurship management (Small-Medium sizes Enterprises=SME).</p> <p>2.Students are able to have practical SME managerial skills (marketing strategy, product branding, financial management)</p> <p>3.Students are able to have an open and intuitive mind towards innovative-creative opportunities</p>	<p>1.Understand observing the efforts being carried out by a person or company</p> <p>2.Make an analysis of the business being carried out by a person/company</p> <p>3.Have business skills that are in demand</p>	<p>Criteria:</p> <p>1.Maximum attendance score 60</p> <p>2.Maximum participation score 40</p> <p>Form of Assessment : Participatory Activities</p>	<p>Giving 2 X 50 Discussion assignments</p>		<p>Material: Entrepreneurship Management Reference: Koven, Steven G. 2021. <i>Entrepreneurship and economic development : the people and their environment.</i> London: The Rowman & Littlefield Publishing Group, Inc.</p>	1%

6	<p>1. Students are able to have an understanding of small and medium entrepreneurship management (Small-Medium sizes Enterprises= SME).</p> <p>2. Students are able to have practical SME managerial skills (marketing strategy, product branding, financial management)</p> <p>3. Students are able to have an open and intuitive mind towards innovative-creative opportunities</p>	<p>1. Understand observing the efforts being carried out by a person or company</p> <p>2. Make an analysis of the business being carried out by a person/company</p> <p>3. Have business skills that are in demand</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment : Participatory Activities</p>	<p>Giving 2 X 50 Discussion assignments</p>		<p>Material: Entrepreneurship Management</p> <p>Reference: <i>Koven, Steven G. 2021. Entrepreneurship and economic development : the people and their environment. London: The Rowman & Littlefield Publishing Group, Inc.</i></p>	2%
7	<p>1. Students are able to understand in depth the procedures for designing and managing SMEs and the form of business proposals</p> <p>2. Students are able to prepare small and medium sized entrepreneurship proposals (SME)</p>	<p>1. Creating creative and innovative business ideas</p> <p>2. Have the ability to understand current and future needs according to motivation</p> <p>3. Develop business ideas into business proposals</p> <p>4. Have an intuitive, innovative and creative spirit</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment : Portfolio Assessment</p>	<p>Assignment of 2 X 50 Discussion Presentations</p>		<p>Material: Business Proposal</p> <p>Library: <i>Subagyo, Ahmad. Widayat, Eko Wahyu. Syahrudin. 2018. Entrepreneurship: for start-up businesses. Jakarta: Mitra Wacana Media Publisher.</i></p>	2%
8	UTS/Midterm Exam	Mastering the material from meetings 1 to 7	<p>Form of Assessment : Portfolio Assessment, Test</p>	<p>Written exam 2 X 50</p>		<p>Material: Upload Business Proposal with Proof of Submission to PMW</p> <p>Pustaka Account:</p>	10%
9	<p>1. Students are able to analyze in depth a small and medium business process</p> <p>2. Students are able to communicate the results of involvement in a business</p> <p>3. Students are able to develop themselves as budding entrepreneurs</p>	<p>1. Have an interest in the desire and ability to become an entrepreneur</p> <p>2. Realizing the potential that exists within oneself and the ability to develop it.</p> <p>3. Have the awareness to change the culture of looking for work into a culture of creating jobs.</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment : Practice / Performance</p>	<p>Giving 2 X 50 Discussion Assignments</p>		<p>Material: Business Internship</p> <p>Reader: <i>Kabir, Mitt Nowshade. 2019. Knowledge-Based Social Entrepreneurship: Understanding Knowledge Economy, Innovation, and the Future of Social Entrepreneurship. North York: Palgrave.</i></p>	2%
10	<p>1. Students are able to analyze in depth a small and medium business process</p> <p>2. Students are able to communicate the results of involvement in a business</p> <p>3. Students are able to develop themselves as budding entrepreneurs</p>	<p>1. Able to understand in depth the entrepreneurial managerial process (marketing, product branding, budgeting)</p> <p>2. Prepare a report on business internship activities accompanied by a comparison of business proposals.</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment : Participatory Activities, Practice/Performance</p>	<p>Giving 2 X 50 Discussion Assignments</p>		<p>Material: Business Internship</p> <p>Reader: <i>Kabir, Mitt Nowshade. 2019. Knowledge-Based Social Entrepreneurship: Understanding Knowledge Economy, Innovation, and the Future of Social Entrepreneurship. North York: Palgrave.</i></p>	2%

11	<p>1. Students are able to analyze in depth a small and medium business process</p> <p>2. Students are able to communicate the results of involvement in entrepreneurship</p> <p>3. Students are able to develop themselves as budding entrepreneurs</p>	<p>1. Examining in depth the business internship experience</p> <p>2. Present a business internship report</p> <p>3. Addressing the business internship experience as learning entrepreneurship</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Forms of Assessment :</p> <p>Participatory Activities, Portfolio Assessment, Practice / Performance</p>	<p>Giving 2 X 50 Group Presentation Discussion Assignments</p>	<p>Material:</p> <p>Entrepreneur Communication</p> <p>References:</p> <p>OECD (2021), <i>OECD SME and Entrepreneurship Outlook 2021</i>, OECD Publishing, Paris, https://doi.org/.....</p>	5%
12	<p>1. Students are able to understand the supports and challenges of the world of small and medium enterprises (SME)</p> <p>2. Students are able to implement independent business proposals in an effort to understand the supports and challenges of entrepreneurs</p> <p>3. Students are able to realize entrepreneurs as problem solvers in social change</p>	<p>1. Analyze existing supports and obstacles when running a business</p> <p>2. Evaluate solving problems of obstacles in entrepreneurship</p> <p>3. Able to provide alternative solutions to overcome obstacles in entrepreneurship</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment :</p> <p>Participatory Activities, Practice/Performance</p>	<p>Giving 2 X 50 Excursion Discussion Assignments</p>	<p>Material: SWOT Analysis in Entrepreneurship</p> <p>Reference:</p> <p>Ratten, Vanessa (ed). 2022. <i>Studies on Entrepreneurship, Structural Change and Industrial Dynamics</i>. Singapore: Springer Nature Singapore Pte. Ltd.</p>	3%
13	<p>1. Students are able to understand the supports and challenges of the world of small and medium enterprises (SME)</p> <p>2. Students are able to implement independent business proposals in an effort to understand the supports and challenges of entrepreneurs</p> <p>3. Students are able to realize entrepreneurs as problem solvers in social change</p>	<p>1. Analyze existing supports and obstacles when running a business</p> <p>2. Evaluate solving problems of obstacles in entrepreneurship</p> <p>3. Able to provide alternative solutions to overcome obstacles in entrepreneurship</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment :</p> <p>Portfolio Assessment</p>	<p>Giving 2 X 50 Excursion Study Discussion Assignments</p>	<p>Material: SWOT Analysis in Entrepreneurship</p> <p>Reference:</p> <p>Portales, Luis. 2019. <i>Social Innovation and Social Entrepreneurship: Fundamentals, Concepts, and Tools</i>. Macmillan: Palgrave.</p>	2%
14	<p>1. Students are able to understand the responsibilities of business actors to business capital owners</p> <p>2. Students are able to make entrepreneurial accountability reports</p> <p>3. Students are able to have professional responsibilities in the business world</p>	<p>1. Understand the procedures for preparing entrepreneurial accountability</p> <p>2. Communicating entrepreneurial responsibility reports</p> <p>3. Have the skills to make financial reports based on the business being run</p>	<p>Criteria:</p> <p>1. Maximum attendance score 60</p> <p>2. Maximum participation score 40</p> <p>Form of Assessment :</p> <p>Portfolio Assessment, Practice / Performance</p>	<p>Giving 2 X 50 Discussion Assignments</p>	<p>Material:</p> <p>Entrepreneurship Responsibility Report</p> <p>Reference:</p> <p>Sujarweni, V. Wiratna. 2018. <i>Financial Management</i>. Yogyakarta: Pustaka Baru Press</p>	2%

15	<p>1. Students are able to understand the responsibilities of business actors to business capital owners</p> <p>2. Students are able to make entrepreneurial accountability reports</p> <p>3. Students are able to have professional responsibilities in the business world</p>	<p>1. Understand the importance of promoting success</p> <p>2. Organizing exhibitions/expos of entrepreneurial success</p> <p>3. Responsible for organizing the entrepreneurship expo</p>	<p>Criteria:</p> <p>1. Maximum Attendance Score 50</p> <p>2. Maximum Participation Score 50</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	<p>Providing 2 X 50 Excursion Study Assignments</p>		<p>Material: Entrepreneurship Promotion</p> <p>Reference: <i>Koven, Steven G. 2021. Entrepreneurship and economic development : the people and their environment. London: The Rowman & Littlefield Publishing Group, Inc.</i></p>	50%
16	<p>UAS / Final Semester Exam</p>	<p>Present the final results of the business proposal in the form of a report (Upload Final Report)</p>	<p>Criteria:</p> <p>1. Maximum Attendance Score 50</p> <p>2. Maximum Participation Score 50</p> <p>Form of Assessment : Portfolio Assessment</p>	<p>Entrepreneurship Final Report 2 x 50</p>		<p>Material: Final Entrepreneurship Report</p> <p>Literature:</p>	20%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	8.67%
2.	Project Results Assessment / Product Assessment	50%
3.	Portfolio Assessment	32.17%
4.	Practice / Performance	7.17%
5.	Test	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** 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.
- 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.