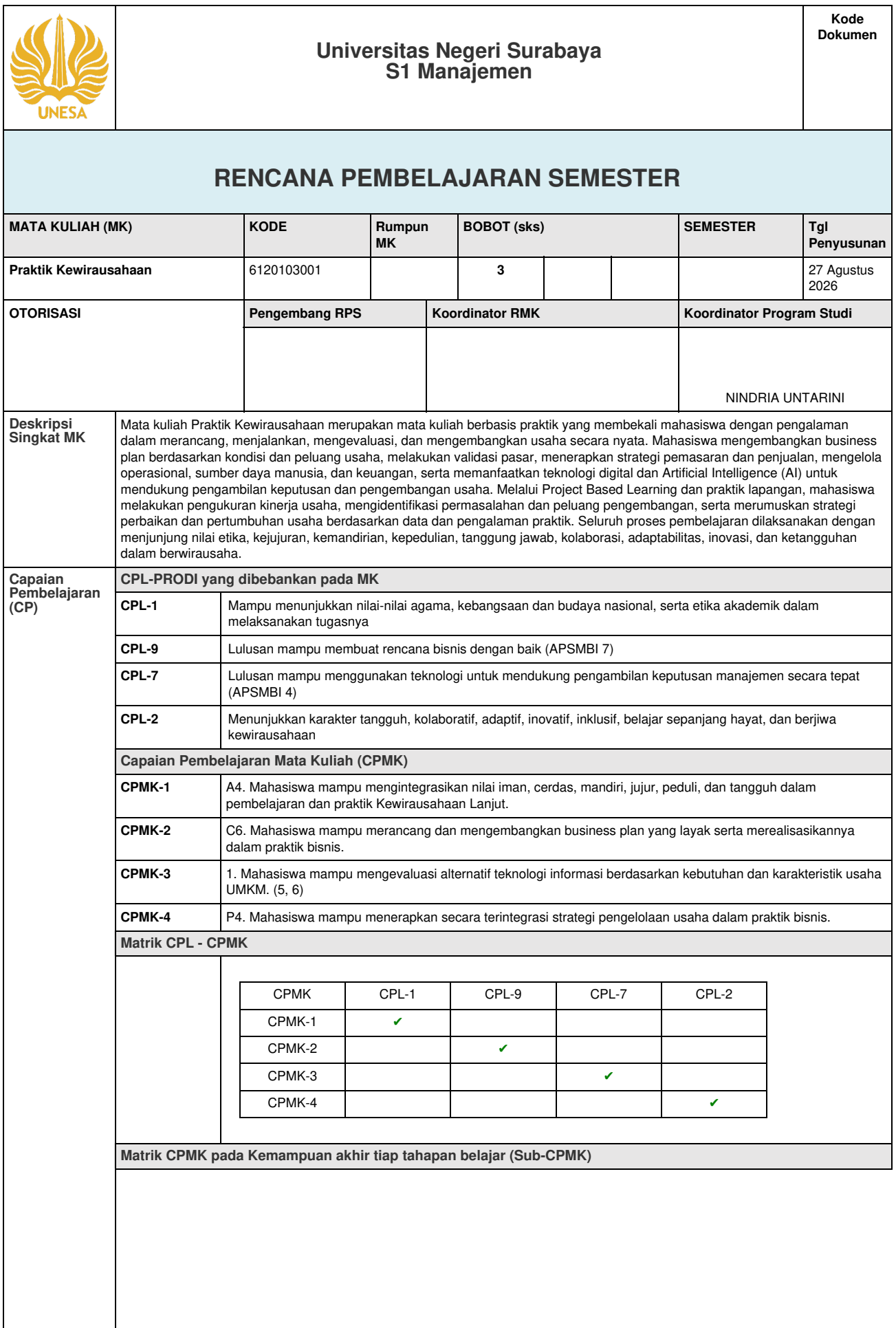




|          |                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|----------------------------------------------------------------------------------|-----------------|---------------------|---------------------|---|---|----|----|----|----|----|----|----|--|--|--|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|--------|--|--|--|--|--|--|--|---|---|--|--|--|---|--|---|--|--------|--|--|--|---|---|---|--|--|--|---|--|--|--|--|--|--|--------|--|--|--|--|--|--|---|--|--|--|--|--|--|--|--|--|--------|---|---|---|--|--|--|--|--|--|--|---|---|--|---|--|---|
|          |                                                                                                                                                                          | <table><tr><td rowspan="2">CPMK</td><td colspan="16">Minggu Ke</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>CPMK-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>CPMK-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>CPMK-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><tr><td>CPMK-4</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> | CPMK              | Minggu Ke                                                                        |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | CPMK-1 |  |  |  |  |  |  |  | ✓ | ✓ |  |  |  | ✓ |  | ✓ |  | CPMK-2 |  |  |  | ✓ | ✓ | ✓ |  |  |  | ✓ |  |  |  |  |  |  | CPMK-3 |  |  |  |  |  |  | ✓ |  |  |  |  |  |  |  |  |  | CPMK-4 | ✓ | ✓ | ✓ |  |  |  |  |  |  |  | ✓ | ✓ |  | ✓ |  | ✓ |
| CPMK     | Minggu Ke                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
|          | 1                                                                                                                                                                        | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 3                 | 4                                                                                | 5               | 6                   | 7                   | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| CPMK-1   |                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     | ✓ | ✓ |    |    |    | ✓  |    | ✓  |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| CPMK-2   |                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   | ✓                                                                                | ✓               | ✓                   |                     |   |   | ✓  |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| CPMK-3   |                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     | ✓                   |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| CPMK-4   | ✓                                                                                                                                                                        | ✓                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | ✓                 |                                                                                  |                 |                     |                     |   |   |    | ✓  | ✓  |    | ✓  |    | ✓  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| Pustaka  | Utama :                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
|          | 1. Fikriyah, Khusnul. dkk. 2024. Kewirausahaan. Jakarta: Erlangga.                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
|          | Pendukung :                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
|          | 1. Leonardus Saiman. 2020. Kewirausahaan, Teori, Praktik dan Kasus kasus, Edisi 2. Salemba Empat.<br>2. Hendro M. M. 2011. Dasar-dasar Kewirausahaan. Jakarta: Erlangga. |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| Mg Ke-   | Kemampuan akhir tiap tahapan belajar (Sub-CPMK)                                                                                                                          | Penilaian                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                   | Bentuk Pembelajaran, Metode Pembelajaran, Penugasan Mahasiswa, [ Estimasi Waktu] |                 | Materi Pembelajaran | Bobot Penilaian (%) |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
|          |                                                                                                                                                                          | Indikator                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Kriteria & Bentuk | Luring (offline)                                                                 | Daring (online) |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| (1)      | (2)                                                                                                                                                                      | (3)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | (4)               | (5)                                                                              | (6)             | (7)                 | (8)                 |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 1        | 1. Mahasiswa mampu mempraktikkan langkah-langkah memulai dan mengelola usaha. (1)                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 2        | 2. Mahasiswa mampu mempraktikkan teknik salesmanship dalam kegiatan penjualan. (2)                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 3        | 3. Mahasiswa mampu melakukan pengukuran dan evaluasi kinerja usaha. (3)                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 4        | 1. Mahasiswa mampu mengembangkan business plan berdasarkan analisis kondisi dan peluang usaha(4)                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 5 dan 6  | 2. Mahasiswa mampu merancang penerapan business plan sesuai dengan kondisi nyata UMKM. (5,6,7)                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 7        | 2. Mahasiswa mampu memilih teknologi informasi yang sesuai untuk mendukung aktivitas dan pengembangan usaha UMKM. (7)                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 8        | 1 Mahasiswa mampu menunjukkan komitmen terhadap nilai kejujuran, kemandirian, kepedulian, dan tanggung jawab dalam evaluasi kegiatan usaha (8)                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |
| 9 dan 13 | 2. Mahasiswa mampu menerapkan nilai etika, kejujuran, kemandirian, kepedulian, dan ketangguhan secara konsisten selama praktik lapangan. (9-14)                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |                                                                                  |                 |                     |                     |   |   |    |    |    |    |    |    |    |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |        |  |  |  |  |  |  |  |   |   |  |  |  |   |  |   |  |        |  |  |  |   |   |   |  |  |  |   |  |  |  |  |  |  |        |  |  |  |  |  |  |   |  |  |  |  |  |  |  |  |  |        |   |   |   |  |  |  |  |  |  |  |   |   |  |   |  |   |

|           |                                                                                                                            |  |  |  |  |  |  |
|-----------|----------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|
| 10        | 3. Mahasiswa mampu merealisasikan business plan melalui kegiatan praktik pengelolaan usaha. (9-14)                         |  |  |  |  |  |  |
| 11 dan 14 | 5. Mahasiswa mampu menjalankan aktivitas pengelolaan usaha secara terintegrasi melalui praktik lapangan. (9-14)            |  |  |  |  |  |  |
| 12        | 4. Mahasiswa mampu menerapkan business plan dalam aktivitas operasional usaha. (4)                                         |  |  |  |  |  |  |
| 15        | 3. Mahasiswa mampu merefleksikan dan mengintegrasikan nilai karakter dalam evaluasi kegiatan praktik terpadu di UMKM. (15) |  |  |  |  |  |  |
| 16        | 6. Mahasiswa mampu menunjukkan keterampilan pengelolaan usaha melalui kegiatan praktik terpadu di UMKM. (15, 16)           |  |  |  |  |  |  |

#### Catatan

1. **Capaian Pembelajaran Lulusan Program Studi (CPL-Prodi)** adalah rumusan kemampuan yang harus dimiliki oleh lulusan program studi yang mencakup sikap, penguasaan pengetahuan, keterampilan umum, dan keterampilan khusus sesuai dengan jenjang kualifikasi, yang diperoleh melalui proses pembelajaran.
2. **CPL-Prodi yang dibebankan pada Mata Kuliah** adalah bagian dari CPL-Prodi yang dipilih dan relevan untuk dikembangkan melalui suatu mata kuliah, sebagai dasar perumusan capaian pembelajaran mata kuliah.
3. **Capaian Pembelajaran Mata Kuliah (CPMK)** adalah kemampuan yang dirumuskan secara spesifik dan diturunkan dari CPL-Prodi yang dibebankan pada mata kuliah, serta menggambarkan kompetensi yang harus dicapai mahasiswa setelah menyelesaikan mata kuliah.
4. **Sub-CPMK** adalah kemampuan akhir yang direncanakan pada setiap tahap pembelajaran, sebagai penjabaran lebih rinci dari CPMK, bersifat terukur dan dapat diamati sesuai dengan materi pembelajaran.
5. **Indikator Penilaian** adalah pernyataan spesifik dan terukur yang digunakan untuk menilai ketercapaian Sub-CPMK, baik dari proses maupun hasil belajar mahasiswa, yang didukung dengan bukti penilaian.
6. **Kriteria Penilaian** adalah tolok ukur yang digunakan untuk menentukan tingkat ketercapaian hasil belajar mahasiswa berdasarkan indikator penilaian, guna menjamin penilaian yang objektif, konsisten, dan adil. Kriteria penilaian dapat bersifat kuantitatif dan/atau kualitatif.
7. **Bentuk Penilaian** meliputi penilaian tes dan non-tes sesuai dengan karakteristik capaian pembelajaran.
8. **Bentuk Pembelajaran** meliputi kuliah, responsi, tutorial, seminar atau bentuk lain yang setara, praktikum, praktik studio, praktik bengkel, praktik lapangan, penelitian, dan pengabdian kepada masyarakat.
9. **Metode Pembelajaran** merupakan cara penyampaian pembelajaran yang digunakan untuk mencapai capaian pembelajaran, antara lain Small Group Discussion, Project Based Learning, Case Based Learning, Collaborative Learning, Discovery Learning, Self-Directed Learning, serta metode lain yang relevan.
10. **Materi Pembelajaran** adalah bahan kajian yang disusun secara sistematis dalam bentuk pokok dan sub-pokok bahasan untuk mendukung pencapaian Sub-CPMK.
11. **Bobot Penilaian** adalah persentase kontribusi setiap komponen penilaian terhadap nilai akhir mata kuliah, yang ditetapkan secara proporsional sesuai tingkat kompleksitas dan ketercapaian Sub-CPMK, dengan total keseluruhan sebesar 100%.
12. TM = Tatap Muka, PT = Penugasan Terstruktur, BM = Belajar Mandiri.