

Universitas Negeri Surabaya Faculty of Economics and Business Bachelor of Accounting Education Study Program

Document Code

				SEME	STER	LEA	RN	ING	i PL		1					
Courses				CODE		Соц	urse Fa	mily	Cre	dit We	eight		SEM	ESTER	Compi Date	lation
Entrepre	neur	ship Practice		8720902104					T=2	P=0	ECT	S=3.18		5	July 18	, 2024
AUTHOR	IZAT	ION		SP Develope	r			Cour	se Clu	ister (Coordi	nator		ly Progra rdinator	am	
													Roc	hmawati	, S.Pd.,	M.Ak.
Learning model		Project Based L	earning]												
		PLO study prog	gram tl	hat is charge	d to the c	ourse										
Outcom		Program Objec	tives (PO)												
(PLO)		PLO-PO Matrix														
				P.0												
		PO Matrix at th	e end o	of each learn	ing stage	(Sub-P	0)									
			P.	0					Weel	ĸ						
				1 2	3 4	5 6	6 7	8	9	10	11	12	13	14	15 1	6
					1											
Short Course Descript	tion	This course cont Business Starting used in entrepre group investigation	g Strate neurshi	gy, Salesmans p practice cou	ship, Busine Irses are d	ess Perf liscussio	ormanc ns, ass	e Mea signme	surem nts, d	ient, a irect l	nd Bus earning	siness F	Plans.	The lea	rning me	ethods
Referen	ces	Main :														
		 Tim Kew Kaplan, I Harvard David, Fr Robinsor Cravens, 	irausah Robert S Univers red R. 2 1& Pear	aan Unesa. 20 aan FE Unesa S. 2010. Concc itty :10-0744. 2011. Manajem rce. 2008. Man W & Nigel F Po	2015. Kew eptual Four en Strategi ajemen Str	rirausaha ndation d k: Konse ategik E	aan. UN of The E ep. Jaka disi 10.	IIPRES Balanco urta: Sa Jakart	SS. Su e Scor alemba a : Sa	rabay recard a Emp lemba	Workii at Empai		er. Ha	rvard Bu	siness S	School.
Entrepreneurship AUTHORIZATION Learning Pro Program PLC Learning PLC Outcomes Pro (PLO) PLC Short Suporting Course Bus Description Bus Supporting Sup Supporting Pro Pro Pro Pro Pro Pro Pro Pro Pro	Supporters:															
			0.01													
	ing	Prof. Dr. Susanti, Vivi Pratiwi, S.Pd														
Week- ead	eac stag			Evaluation			Help Learning, Learning methods, Student Assignments, [Estimated time]						Learning materials [References	Assessment Weight (%)		
	(Su			ndicator Criteria & I		& Form		ine(ine)	0	Online (<i>online</i>)				1		
(1)		(2)		(3)	(4)		(!	5)			(6)			(7)	3)	3)

1	Formulate a Strategy for Starting a Business	 Differentiate between forms of business Identify the advantages and disadvantages of business forms Formulate techniques and strategies for starting a business 	Discussion and Assignment 2 X 50		0%
2	Salesmanship	 Describe the concepts and elements in selling Mention the character of the seller's requirements Mention the types of buyers Review the sales process 	Direct Learning Model and 2 X 50 Simulation		0%
3	Evaluation of Business Performance Measurements	 Analyzing financial reports Analyzing break even point analysis Analyze cash flow 	2 X 50 Direct Learning Model		0%
4	Analyze business plans	 Able to formulate a business plan Able to prepare marketing plans Able to prepare HR plans Able to prepare operational plans Able to draw up a financial plan 	2 X 50 cooperative learning model		0%
5	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Group Investigation 2 X 50 learning model		0%
6	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Group Investigation 2 X 50 learning model		0%
7	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Group Investigation 2 X 50 learning model		0%
8	Final Semester Examination (UAS)		 2 X 50		0%
9	Carrying out Field Practice	 Prepare sponsorship proposals Identify business problems Planning an entrepreneurial event 	Out Class 2 X 50		0%

10	Carrying out Field Practice	1.Prepare sponsorship	Out Class 2 X 50		0%
		proposals 2.Identify business problems 3.Planning an entrepreneurial event			
11	Carrying out Field Practice	 Prepare sponsorship proposals Identify business problems Planning an entrepreneurial event 	Out Class 2 X 50		0%
12	Carrying out Field Practice	1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event	Out Class 2 X 50		0%
13	Carrying out Field Practice	 Prepare sponsorship proposals Identify business problems Planning an entrepreneurial event 	Out Class 2 X 50		0%
14	Carrying out Field Practice	 Prepare sponsorship proposals Identify business problems Planning an entrepreneurial event 	Out Class 2 X 50		0%
15	Learn to work integrated (internship) in MSMEs	Exploring business practices in MSMEs	Group Investigation 2 X 50 learning model		0%
16	FINAL SEMESTER EXAMINATION (UAS)		2 X 50		0%

Evaluation Percentage Recap: Project Based Learning No Evaluation Percentage

0%

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** 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.
- 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.