



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

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight	SEMESTER	Compilation Date																																																																																																					
Entrepreneurship	8720902096	Compulsory Study Program Subjects	T=2 P=0 ECTS=3.18	3	May 5, 2023																																																																																																					
AUTHORIZATION	SP Developer		Course Cluster Coordinator		Study Program Coordinator																																																																																																					
	Vivi Pratiwi, S.Pd., M.Pd.		Dr. Susanti, S.Pd., M.Si.		Rochmawati, S.Pd., M.Ak.																																																																																																					
Learning model	Project Based Learning																																																																																																									
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																																									
	PLO-9	Able to demonstrate a responsible attitude for the achievement of individual and group work results, supervision and evaluation of work completion																																																																																																								
	PLO-11	Able to make appropriate decisions in the context of solving problems in their field of expertise, based on the results of information and data analysis																																																																																																								
	Program Objectives (PO)																																																																																																									
	PO - 1	Have the character of an entrepreneurial spirit, namely independent, creative and innovative in learning (PLO 4)																																																																																																								
	PO - 2	Resolving problems procedurally, monitoring and evaluating work completion both in individual and group work (PLO 5)																																																																																																								
	PO - 3	Formulate the preparation of an IT-based business plan in accordance with theoretical concepts in the field of entrepreneurship in an effort to develop an entrepreneurial spirit in depth (PLO 7)																																																																																																								
	PO - 4	Make decisions and adapt to the work environment and be able to work together in groups (PLO 9)																																																																																																								
	PLO-PO Matrix																																																																																																									
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																																										
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Short Course Description	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 capture 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 discussion, project assignments, and reflection with the preparation of a business plan.																																																																																																									
References	Main :																																																																																																									
	<ol style="list-style-type: none"> 1. Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. 2. FE Unesa Entrepreneurship Team. 2015. Entrepreneurship. UNIPRESS. 3. Kiyosaki, Robert T.. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN. 4. Hendro.MM.. 2011. Entrepreneurship Basics. Jakarta: Erlangga. 5. Saiman, Leonardus. 2009. Entrepreneurship, Theory, Practice and Cases. Four Salemba. 6. Osterwalder, Alexander and Yves Pigneur. 2014. Business Model Generation. PT. Elex Media Komputindo: Jakarta. 7. PKM Guidelines. 2023. Directorate General of Learning and Student Affairs. Kemenristekdikti: Jakarta. 																																																																																																									
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Supporting lecturer	Prof. Dr. Susanti, S.Pd., M.Si. Vivi Pratiwi, 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	Explain the basic concepts of entrepreneurship	1. Differentiate between forms of business 2. State the advantages and disadvantages of this form of business 3. Formulate techniques and strategies for starting a business	Criteria: 1. Assessment rubric 2. essay questions Form of Assessment : Participatory Activities, Tests	1. Reading literature 2. Listening to the teacher's explanation 3. Group discussion 2 X 50	Take and give, cooperative learning, providing short, clear and concise information that requires fast memory and understanding skills, as well as discussing the material presented so that you can think at a higher level. 2 X 50	Material: Concept of Entrepreneurship, Mental Attitude and Entrepreneurial Character, Types of Entrepreneurship Library: Hendro.MM.. 2011. Entrepreneurship Basics. Jakarta: Erlangga.	3%
2	Able to motivate yourself to make your dreams come true	1. Able to create a dream for oneself 2. Able to determine how to achieve that dream 3. Combine dreams with the reality of society's needs 4. Formulate what you want in your career for yourself.	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
3	Describe business opportunities and business ideas	1. Explain business opportunities and ideas 2. Developing business ideas	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
4	Understand business ethics	1. Distinguish between ethical business and unethical business 2. Explain the rights and obligations of entrepreneurs 3. Explain the various types of business permits	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
5	Understand business plans	1. Explain the meaning of a business plan 2. Explain the benefits of a business plan 3. Explain the purpose of the business plan 4. Explain the systematics of a business plan 5. Explaining the canvas business model	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
6	Understand business plans	1. Explain the meaning of a business plan 2. Explain the benefits of a business plan 3. Explain the purpose of the business plan 4. Explain the systematics of a business plan 5. Explaining the canvas business model	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
7	Explain the marketing plan in running a business	1. Explaining Segmenting Targeting Positioning (STP) 2. Explain customer value 3. Explaining the Marketing Mix	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
8	MIDDLE SEMESTER EXAMINATION (UTS)		Form of Assessment : Test	Carrying out Mid-Semester Exams offline 2 X 50	Carrying out online Mid-Semester Exams 2 X 50	Material: all material that has been discussed. Reference: Hendro.MM.. 2011. Entrepreneurship Basics. Jakarta: Erlangga.	0%

9	Explain the production plan in a business	1.Explain how to make it 2.Identify material needs and how to obtain them 3.Identify the machines/equipment needed 4.Determine production targets 5.Calculate the cost of production	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
10	Planning Human Resources in a business	1.Identify workforce needs 2.Identify the skills needed 3.Determine working hours 4.Designing a compensation system (salary, wages, incentives) 5.Arrange personnel arrangements	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
11	Planning finances in a business	1.Identify needs and sources of funds 2.Develop a cash flow plan 3.Prepare a financial report plan (Balance Sheet and Profit and Loss)	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
12	Drawing up a business plan	Drawing up a business plan	Criteria: Oral test scoring rubric	LectureDiscussionProblem based learning 2 X 50			0%
13	Business plan presentation	Business plan presentation	Criteria: Oral test scoring rubric	Discussion 2 X 50			0%
14	Business plan presentation	Business plan presentation	Criteria: Oral test scoring rubric	Discussion 2 X 50			0%
15	Business plan presentation	Business plan presentation	Criteria: Oral test scoring rubric	Discussion 2 X 50			0%
16	FINAL SEMESTER EXAMINATION (UAS)		Criteria: essay questions Form of Assessment : Project Results Assessment / Product Assessment, Test	Carrying out 2 X 50 Final Semester Examinations (UAS) offline	Carrying out 2 X 50 online Final Semester Examinations (UAS).		0%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	1.5%
2.	Test	1.5%
		3%

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.

