



Universitas Negeri Surabaya
Faculty of Mathematics and Natural Sciences
Biology Undergraduate Study Program

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Entrepreneurship	4620102192		T=2	P=0	ECTS=3.18	3	July 17, 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 which is charged to the course

PLO-5	Able to communicate scientific ideas, both orally and in writing using appropriate communication media according to the target, as a means of lifelong learning for academic self-development.
PLO-10	Able to design and conduct experiments in the field of biology, manage, analyze, interpret, document and store research data, to manage biological natural resources
PLO-13	Able to demonstrate basic knowledge of cell and molecular biology, organismal biology, ecology and evolution to analyze current biological issues

Program Objectives (PO)

PO - 1	Able to communicate understanding of the basic concepts of entrepreneurship, motivation and selecting the right business.
PO - 2	Able to apply effective entrepreneurship concepts related to the production and marketing of goods and services.
PO - 3	Skilled in applying entrepreneurship concepts or theories that have been mastered in solving problems in the environment in a procedural manner according to their field of knowledge.
PO - 4	Able to make the right decisions based on information and data analysis, and able to provide guidance in choosing various alternative solutions independently and in groups in the field of entrepreneurship

PLO-PO Matrix

	P.O	PLO-5	PLO-10	PLO-13
	PO-1			
	PO-2			
	PO-3			
	PO-4			

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																
	PO-4																

Short Course Description This course studies the basics of entrepreneurship which include: Definition, characteristics and benefits of entrepreneurship, choosing the type of business, production, marketing, business partnerships, financial management, KWU proposal guidance. The implementation of KWU lectures is not only theory, but also practical production of biological-based goods.

References **Main :**

1. Tim. 2013. Modul Pembelajaran Kewirausahaan. Drjen Pembelajaran dan Kemahasiswaan. Ditjen Pendidikan Tinggi. Kementrian Pendidikan dan Kebudayaan
2. Tim Unesa. 2014. Kewirausahaan. Surabaya : Unesa University Press
3. Herawaty, Silvia. 1998. Kewiraswastaan. Jakarta:Badan Penerbit IPWI
4. Khurana, D.N. dan Tanuja Birla. 2006. Kiat Sukses mengembangkan Wirausaha. Yogyakarta. Penerbit Tugu.
5. Kiyosaki, Robert.T dan Sharon L.L. 2004. The Business School for people Who Like Helping People. Jakarta: Penerbit PT Gramedia Pustaka Utama
6. Meredith, Geoffrey. G. et al, 2000. Kewirausahaan, Teori dan Praktek. Jakarta:Pustaka Binaman Pressindo.
7. Pinson, Linda. 2003. Anatomy of Business Plan, Panduan Lengkap Menyusun Proposal dan Rencana Bisnis. Jakarta: Penerbit Canary

Supporters:

Supporting lecturer

Sari Kusuma Dewi, S.Si., M.Si.
 Sisca Desi Prastyaningtias, S.Si., M.Si.
 dr. Hanifiya Samha Wardhani, M.Kes.
 Fitriari Izzatunnisa Muhaimin, B.Sc., M.Sc.

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	Understand the general concept of entrepreneurship	1. Explain the meaning and concept of entrepreneurship.2. Mention the characteristics of entrepreneurship.3. Explain the goals and benefits of entrepreneurship	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4.The final NA is (participation grade" (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Participatory Activities, Tests</p>	Expository, discussion 2 X 50			5%

2	Understand the concept of selecting a type of business	1. Explain the meaning of types of business.2. Explain the steps for selecting a type of business.3. Explain the benefits of choosing a type of business	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4.The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50			4%
3	Understand the production process of goods and services	1. Explain the meaning of production of goods and services 2. Explain the objectives and benefits of producing goods and services 3. Explain the things that need to be considered and prepared in the production of goods and services 4. Explain the cycle, results, layout in the production of goods and services 5. Explains warehouse and maintenance issues	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4.The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Tests</p>	Lectures and demos introducing materials in front of class 2 X 50			5%

4	Understand the production process of goods and services	<p>1. Explain the meaning of production of goods and services</p> <p>2. Explain the objectives and benefits of producing goods and services</p> <p>3. Explain the things that need to be considered and prepared in the production of goods and services</p> <p>4. Explain the cycle, results, layout in the production of goods and services</p> <p>5. Explains warehouse and maintenance issues.</p>	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Forms of Assessment : Participatory Activities, Project Results Assessment / Product Assessment, Tests</p>	Lectures and demos introducing materials in front of class 2 X 50			5%
5	Understand marketing concepts	<p>1. Explain the basic concepts of marketing.</p> <p>2. Explain marketing aspects</p>	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Participatory Activities, Tests</p>	Lectures and discussions 2 X 50			5%

6	Understand marketing concepts	1. Explain the basic concepts of marketing 2. Explain marketing aspects	Criteria: 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2) 3.3. Tasks are weighted (3) 4.The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10 Form of Assessment : Participatory Activities, Tests	Lectures and discussions 2 X 50		5%
7	Understanding business partnerships	1. Explain the meaning of partnership 2. Explain the areas and patterns of partnership 3. Explain the implementation of the partnership 4. Explain the factors of partnership 5. Explain the meaning of measuring partner success	Criteria: 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2) 3.3. Tasks are weighted (3) 4.The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10 Form of Assessment : Participatory Activities, Tests	Lectures and discussions 2 X 50		5%

8	End encounter abilities 1 - 7	Meeting indicators 1 - 7	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation value x2) (assignment value x 3) (UTS value x 2) UAS value (3) divided by 10</p> <p>Form of Assessment : Test</p>	UTS 2 X 50			10%
9	Understanding Business Financial Management	Explain the meaning of financial management.	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50			5%

10	Understanding Business Financial Management	Explain the meaning of financial management	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Lectures and discussions 2 X 50			5%
11	Understand Business Plans and their applications	Explain the method/process for selecting the type of business, production, marketing, partnerships and financial management in the business plan paper	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Prepare a business plan and presentation 2 X 50			5%

12	Understand Business Plans and their applications	Explain the method/process for selecting the type of business, production, marketing, partnerships and financial management in the business plan paper	<p>Criteria:</p> <ol style="list-style-type: none"> 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2) 3.3. Tasks are weighted (3) 4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10 <p>Form of Assessment :</p> <p>Project Results Assessment / Product Assessment</p>	Prepare a business plan and presentation 2 X 50			5%
13	Understand business plan applications Create proposals/groups and presentations	Able to put into practice the business plan created	<p>Criteria:</p> <ol style="list-style-type: none"> 1.1. Participation during lectures is carried out through observation (weight 2) 2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2) 3.3. Tasks are weighted (3) 4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10 <p>Form of Assessment :</p> <p>Project Results Assessment / Product Assessment</p>	business practice 2 X 50			10%

14	Understand the application of business plans. Create products according to marketing proposals	Able to put into practice the business plan created	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	business practice 2 X 50			5%
15	Understand the application of business plans. Create products and marketing. Presentation of results from product creation and marketing	Able to put into practice the business plan created	<p>Criteria:</p> <p>1.1. Participation during lectures is carried out through observation (weight 2)</p> <p>2.2. UTS, carried out once, assessing all relevant indicators through a written exam, averaged and weighted (2)</p> <p>3.3. Tasks are weighted (3)</p> <p>4. The final NA is (participation grade") (assignment grade%2 3) (UTS grade%2 2) UAS grade (3) divided by 10</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	business practice 2 X 50			10%
16		Evaluation of business activities	<p>Criteria: Project results</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Evaluation of business activities			10%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	20.34%
2.	Project Results Assessment / Product Assessment	55.34%
3.	Test	23.34%
		99.02%

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.