



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

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
Entrepreneurship Practice	8721102090		T=1	P=1	ECTS=3.18	5	July 19, 2024
AUTHORIZATION	SP Developer		Course Cluster Coordinator			Study Program Coordinator	
			Dr. Tri Sudarwanto, S.Pd., MSM.	

Learning model	Project Based Learning
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Program Learning Outcomes (PLO)	PLO study program that is charged to the course				
	Program Objectives (PO)				
	PO - 1	Able to manage a business by utilizing Information Technology in the field of entrepreneurial practice.			
	PO - 2	Able to develop a business according to the chosen business field			
	PO - 3	Able to develop intelligent, independent, honest, creative, cooperative, tough, thrifty and caring characters in entrepreneurial practice activities.			
	PLO-PO Matrix				
	<table border="1" style="margin: auto;"> <tr><td>P.O</td></tr> <tr><td>PO-1</td></tr> <tr><td>PO-2</td></tr> <tr><td>PO-3</td></tr> </table>	P.O	PO-1	PO-2	PO-3
P.O					
PO-1					
PO-2					
PO-3					

PO Matrix at the end of each learning stage (Sub-PO)																																																																																					
	<table border="1" style="margin: auto;"> <thead> <tr> <th rowspan="2">P.O</th> <th colspan="16">Week</th> </tr> <tr> <th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th><th>10</th><th>11</th><th>12</th><th>13</th><th>14</th><th>15</th><th>16</th> </tr> </thead> <tbody> <tr><td>PO-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>PO-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>PO-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> </tbody> </table>	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																
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Short Course Description	This course contains concepts and implementing business plans that have been created by referring to the concepts of Business Starting Strategy, Salesmanship, Business Performance Measurement, and Business Plans. The learning methods used in entrepreneurship practice courses are discussions, assignments, direct learning, simulations, cooperative learning, group investigations, integrated work learning (Co-op), and entrepreneurship practices.
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References	<p>Main :</p> <ol style="list-style-type: none"> 1. Tim Kewirausahaan Unesa. 2016. Kewirausahaan. UNIPRESS. Surabaya 2. Tim Kewirausahaan FE Unesa 2015. Kewirausahaan. UNIPRESS. Surabaya 3. Kaplan, Robert S. 2010. Conceptual Foundation of The Balance Scorecard. Working Paper. Harvard Business School. Harvard University :10-0744. 4. David, Fred R. 2011. Manajemen Strategik: Konsep. Jakarta: Salemba Empat 5. Robinson& Pearce. 2008. Manajemen Strategik Edisi 10 Jakarta : Salemba Empat 6. Cravens, David W. & Nigel F. Pearcy. 2006. Strategic Marketing, 8 th edition. McGraw-Hill. <p>Supporters:</p>
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Supporting lecturer	Dr. Tri Sudarwanto, S.Pd., MSM. Dr. Raya Sulistyowati, S.Pd., M.Pd. Renny Dwijayanti, S.Pd., M.Pd.
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Week-	Final abilities of each learning	Evaluation	Help Learning, Learning methods, Student Assignments, [Estimated time]	Learning materials [References]	Assessment Weight (%)
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	stage (Sub-PO)	Indicator	Criteria & Form	Offline (offline)	Online (online)		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Preparing activities to start a business start-up	<ol style="list-style-type: none"> 1.Understand the objectives of entrepreneurial practice activities. 2.Identify activities that prepare for entrepreneurial practice. 3.Review the business plans that have been made to be put into practice. 	<p>Criteria:</p> <ol style="list-style-type: none"> 1.Identify activities that prepare for entrepreneurial practice 2.Assess the feasibility of business planning to be put into practice <p>Forms of Assessment :</p> Participatory Activities, Project Results Assessment / Product Assessment, Tests	Discussion and Assignment 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	0%
2	Preparing activities to start a business start-up	<ol style="list-style-type: none"> 1.Understand the objectives of entrepreneurial practice activities. 2.Identify activities that prepare for entrepreneurial practice. 3.Review the business plans that have been made to be put into practice. 	<p>Criteria:</p> <ol style="list-style-type: none"> 1.Identify activities that prepare for entrepreneurial practice 2.Assess the feasibility of business planning to be put into practice <p>Forms of Assessment :</p> Participatory Activities, Project Results Assessment / Product Assessment, Tests	Discussion and Assignment 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	10%
3	Business internship	<ol style="list-style-type: none"> 1.Determine the internship location according to the type of business start-up 2.Negotiating to get an internship place 3.Identify aspects that need to be observed 4.Conducting observations in SMEs 5.Compile the results of observations 	<p>Criteria:</p> <ol style="list-style-type: none"> 1.Negotiating with SMEs 2.Create observation sheets for interns 3.Observation of business activities in SMEs 4.Compile the results of observations <p>Forms of Assessment :</p> Participatory Activities, Portfolio Assessment, Practical Assessment, Practical / Performance	Direct learning model and 2 X 50 Simulation		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	0%

4	Business internship	<ol style="list-style-type: none"> 1. Determine the internship location according to the type of business start-up 2. Negotiating to get an internship place 3. Identify aspects that need to be observed 4. Conducting observations in SMEs 5. Compile the results of observations 	<p>Criteria:</p> <ol style="list-style-type: none"> 1. Negotiating with SMEs 2. Create observation sheets for interns 3. Observation of business activities in SMEs 4. Compile the results of observations <p>Forms of Assessment : Participatory Activities, Portfolio Assessment, Practical Assessment, Practical / Performance</p>	Direct learning model and 2 X 50 Simulation		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team. 2018. Entrepreneurship Practice Handbook</i></p>	10%
5	Business internship	<ol style="list-style-type: none"> 1. Determine the internship location according to the type of business start-up 2. Negotiating to get an internship place 3. Identify aspects that need to be observed 4. Conducting observations in SMEs 5. Compile the results of observations 	<p>Criteria:</p> <ol style="list-style-type: none"> 1. Negotiating with SMEs 2. Create observation sheets for interns 3. Observation of business activities in SMEs 4. Compile the results of observations <p>Forms of Assessment : Participatory Activities, Portfolio Assessment, Practical Assessment, Practical / Performance</p>	Direct learning model and 2 X 50 Simulation		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team. 2018. Entrepreneurship Practice Handbook</i></p>	0%
6	Presenting the results of the internship	<ol style="list-style-type: none"> 1. Presenting the results of the internship 2. Link the results of the internship with the business plan that will be carried out 	<p>Criteria:</p> <ol style="list-style-type: none"> 1. Communicate the results of the internship 2. Improve business planning based on input from internships <p>Form of Assessment : Participatory Activities, Project Results Assessment / Product Assessment</p>	Group Investigation 2 X 50 learning model		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team. 2018. Entrepreneurship Practice Handbook</i></p>	10%

7	Starting the implementation of a business start-up	<ol style="list-style-type: none"> 1.Coordinating business premises, resources, business strategies, business schedules, and other supporting capacities for starting a business 2.Start a business start-up according to plan 3.Record business administration 4.Make weekly reports 	<p>Criteria:</p> <ol style="list-style-type: none"> 1.Coordinate resources to start a business 2.Managing business startups <p>Forms of Assessment :</p> Participatory Activities, Project Results Assessment / Product Assessment, Practices / Performance	Field practice 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	0%
8	Final Semester Examination (UAS)			2 X 50			10%
9	Evaluation of business management practices	<ol style="list-style-type: none"> 1.Prepare sponsorship proposals 2.Identify business problems 3.Planning an entrepreneurial event 	<p>Criteria:</p> <ol style="list-style-type: none"> 1.Analyzing business results 2.measure business potential that can be developed <p>Forms of Assessment :</p> Participatory Activities, Project Results Assessment / Product Assessment, Portfolio Assessment, Practice / Performance	discussion 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	10%
10	Carrying out business development	<ol style="list-style-type: none"> 1.planning business development 2.Carrying out business development 3.Planning an entrepreneurial event 	<p>Criteria:</p> <ol style="list-style-type: none"> 1.Develop existing businesses 2.Planning a business event <p>Forms of Assessment :</p> Participatory Activities, Portfolio Assessment, Practical Assessment	Field practice 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	10%
11	Carrying out Field Practice	<ol style="list-style-type: none"> 1.Develop the business based on the plan that has been prepared 2.Fill out business administration documents 	<p>Form of Assessment :</p> Participatory Activities	Direct learning 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	0%
12	Carrying out Field Practice	<ol style="list-style-type: none"> 1.Develop the business based on the plan that has been prepared 2.Fill out business administration documents 	<p>Form of Assessment :</p> Participatory Activities	Direct learning 2 X 50		<p>Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i></p>	0%

13	Carrying out Field Practice	1. Develop the business based on the plan that has been prepared 2. Fill out business administration documents	Form of Assessment : Participatory Activities	Direct learning 2 X 50		Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i>	10%
14	Carrying out entrepreneurial activities	Carrying out joint entrepreneurial activities on campus	Criteria: Holding an entrepreneurial event Form of Assessment : Participatory Activities, Practice/Performance	Out Class 2 X 50		Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i>	10%
15	Final evaluation of business management and preparation of the final report	1. Prepare business administration documents 2. Measuring business achievements 3. Make a final report on business practices	Criteria: 1. Measuring performance at the end of business activities. 2. Create business practice reports. Form of Assessment : Participatory Activities, Portfolio Assessment	Discussion and group work. 2 X 50		Material: entrepreneurship Reference: <i>Unesa FE Entrepreneurship Team.2018. Entrepreneurship Practice Handbook</i>	20%
16	FINAL SEMESTER EXAMINATION (UAS)			2 X 50			0%

Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Participatory Activities	41.66%
2.	Project Results Assessment / Product Assessment	10.83%
3.	Portfolio Assessment	18.33%
4.	Practical Assessment	5.83%
5.	Practice / Performance	10%
6.	Test	3.33%
		89.98%

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.

