



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	8721102087		T=2 P=0 ECTS=3.18	3	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																																																																																				
PLO-10	Able to make appropriate decisions to solve problems in the educational and scientific fields of Commerce (Business and Marketing) based on information and data analysis by utilizing technology and information																																																																																				
Program Objectives (PO)																																																																																					
PO - 1	Able to master theoretical concepts in the field of entrepreneurship in an effort to foster the development of an entrepreneurial spirit in depth and formulate them in procedural problem solving																																																																																				
PO - 2	Able to carry out work that is his responsibility, adapt to the work environment and can collaborate in team work																																																																																				
PO - 3	Able to prepare an IT-based business plan																																																																																				
PLO-PO Matrix																																																																																					
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																					
	<table border="1" style="margin-left: auto; margin-right: auto;"> <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> <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> </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 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 discussions, project assignments and reflection.
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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. Robert T Kyiuosaki. 2004.Rich Dad, Poor Dad. Jakarta: PT SUN. 4. Hendro. M.M. 2011.Dasar-dasar Kewirausahaan.Jakarta: Erlangga 5. Leonardus Saiman.2009. Kewirausahaan, Teori, Praktik dan Kasus kasus. Salemba Empat 6. Osterwalder, Alexander dan Yves Pigneur., 2014.Business Model Generation,PT.Elex Media Komputindo, Jakarta. 7. Pedoman PKM 2016. Direktorat jenderal Pembelajaran dan Kemahasiswaan. Kemenristekdikti: Jakarta <p>Supporters:</p>
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Supporting lecturer	Drs. Saino, M.Pd. Dr. Raya Sulistyowati, S.Pd., M.Pd. Putri Hestiningrum, M.Pd.
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Week-	Final abilities of each learning	Evaluation	Help Learning, Learning methods, Student Assignments, [Estimated time]	Learning materials	Assessment Weight (%)
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	stage (Sub-PO)	Indicator	Criteria & Form	Offline (offline)	Online (online)	[References]	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Describe the basic concepts of entrepreneurship	<ol style="list-style-type: none"> 1.Explain the meaning of the concept of entrepreneurship 2. Identifying the mental attitude and character of entrepreneurs 3.Explain the types of entrepreneurship 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning, assignments and sharing 2 X 50	-	<p>Material: Basic concepts of entrepreneurship Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. Elex Media Komputindo, Jakarta.</i></p>	2%
2	Able to motivate yourself to make your dreams come true	<ol style="list-style-type: none"> 1.Able to create dreams for himself 3. 4. 2.Able to determine how to achieve that dream 3.Combining dreams with the reality of people's needs 4.Formulate what you want in your career for yourself. 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning, assignments and sharing 2 X 50	-	<p>Material: motivating yourself to make your dreams come true. Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	3%
3	Describe business opportunities and business ideas	<ol style="list-style-type: none"> 1.Explain business opportunities and ideas 2.Developing business ideas 3.Find 4.Analyze 5.Decide 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning, assignments and sharing 2 X 50		<p>Material: Business opportunities and ideas Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Developing business ideas Reader: <i>Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i></p>	2%
4	Understand business ethics	<ol style="list-style-type: none"> 1.Distinguish between ethical business and unethical business 2.Explain the rights and obligations of entrepreneurs 3.Explain the various types of business permits 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning, assignments and 1 X 1 sharing		<p>Material: Business Ethics Literature: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Business Ethics Library: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four</i></p>	3%

5	Understand business plans	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning, assignments and sharing 2 X 50		<p>Material: Business plan Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. Elex Media Komputindo, Jakarta.</i></p> <hr/> <p>Material: Business plan Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Business Plan Library: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	5%
6	Understand business plans	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Discussion and questions and answers 2 X 50		<p>Material: business plan Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. Elex Media Komputindo, Jakarta.</i></p>	4%
7	Explain the marketing plan in running a business	<ol style="list-style-type: none"> 1.Explaining Segmenting Targeting Positioning (STP) 2.Explain customer value 3.Explaining the Marketing Mix 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Discussion and questions and answers 2 X 50		<p>Material: Business plan Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <hr/> <p>Material: Business plan Reader: <i>Robert T Kyiuosaki. 2004. Rich Dad, Poor Dad. Jakarta: PT SUN.</i></p>	3%
8	MIDDLE SEMESTER EXAMINATION (UTS)	test	<p>Criteria: The maximum score with all correct answers is: 100 with the following criteria: 1. Correct 1 mark 20 2. Correct 2 marks 40 3. Correct 3 marks 60 4. Correct 4 marks 80 5. Correct 5 marks 100</p> <p>Form of Assessment : Test</p>	2 X 50		<p>Material: Business opportunities and business ideas Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p>	20%

9	Explain the production plan in a business	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Direct learning, assignments and sharing 2 X 50		<p>Material: Production plan, production target, cost of production Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p>	2%
10	Planning Human Resources in a business	<ol style="list-style-type: none"> 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 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Cooperative learning Problem based learning 2 X 50		<p>Material: Labor Resources : <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p> <p>Material: compensation system Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p> <p>Material: Personnel preparation Library: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four</i></p>	3%
11	Planning finances in a business	<ol style="list-style-type: none"> 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) 	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Hands-on learning and 2 X 50 assignments		<p>Material: Needs and sources of funds Reference: <i>Leonardus Saiman.2009. Entrepreneurship, Theory, Practice and Cases. Salemba Four</i></p> <p>Material: Preparation of a cash flow plan Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p>	3%

12	Drawing up a business plan	Drawing up a business plan	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Hands-on learning and 2 X 50 assignments		<p>Material: Preparation of a business plan Reference: <i>Osterwalder, Alexander and Yves Pigneur., 2014. Business Model Generation, PT. Elex Media Komputindo, Jakarta.</i></p>	5%
13	Business plan presentation	Business plan presentation	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Discussion 2 X 50		<p>Material: Business plan Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p>	3%
14	Business plan presentation	Business plan presentation	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Discussion 2 X 50		<p>Material: Guide to preparing a business plan Reference: 2016 <i>PKM Guidelines. Directorate general of Learning and Student Affairs. Ministry of Research, Technology and Higher Education: Jakarta</i></p>	3%
15	Business plan presentation	Business plan presentation	<p>Criteria: Assessment Criteria a. Presentation techniques and skills 20% b. Ability to Interact with Audience (Interaction) 20% c. Material Mastery 20% d. Material Presented (Complete & Systematic Presentation Slides) 20% e. Case Completion 20%</p> <p>Form of Assessment : Project Results Assessment / Product Assessment</p>	Discussion 2 X 50		<p>Material: Business plan Reference: <i>Unesa Entrepreneurship Team. 2016. Entrepreneurship. UNIPRESS. Surabaya</i></p>	9%

16	FINAL SEMESTER EXAMINATION (UAS)	test	<p>Criteria: The maximum score with all correct answers is: 100 with the following criteria: 1. Correct 1 mark 20 2. Correct 2 marks 40 3. Correct 3 marks 60 4. Correct 4 marks 80 5. Correct 5 marks 100</p> <p>Form of Assessment : Test</p>	2 X 50		<p>Material: Presentation and preparation of a business plan Reference: <i>Unesa FE Entrepreneurship Team 2015. Entrepreneurship. UNIPRESS. Surabaya</i></p>	30%
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Evaluation Percentage Recap: Project Based Learning

No	Evaluation	Percentage
1.	Project Results Assessment / Product Assessment	50%
2.	Test	50%
		100%

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** abilities in the process and student learning outcomes are specific and measurable statements that identify the abilities 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.